that Downtown London is located on the traditional lands of the Anishinaabek (Ah-nish-in-a-bek), Haudenosaunee (Ho-den-no-show-nee), Lūnaapéewak (Len-ahpay- wuk) and Attawandaron (Add-a-won-da-run) peoples, on lands connected with the London Township and Sombra Treaties of 1796 and the Dish with One Spoon Covenant Wampum. 

This land continues to be home to diverse Indigenous peoples (e.g. First Nations, Métis and Inuit) whom we recognize as contemporary stewards of the land and vital contributors of our society.
BIA VOTING RIGHTS

Membership
(4) Members of an improvement area consist of persons who are assessed, on the last returned assessment roll, with respect to rateable property in the area that is in a prescribed business property class and tenants of such property. 2001, c. 25, s. 204 (4).

Determining tenancy
(5) In determining whether a person is a tenant or not, the clerk of the municipality may accept a list provided under clause 210 (2) (b) or the declaration of a person that the person is a tenant and the determination of the clerk is final. 2001, c. 25, s. 204 (5).

One vote
(6) Each member of an improvement area has one vote regardless of the number of properties that the member may own or lease in the improvement area. 2001, c. 25, s. 204 (6).
<table>
<thead>
<tr>
<th>Time</th>
<th>Item</th>
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<tbody>
<tr>
<td>9:00</td>
<td>Land Acknowledgement</td>
</tr>
<tr>
<td>9:02</td>
<td>Call to Order</td>
</tr>
<tr>
<td>9:04</td>
<td>Approval of Minutes - AGM 2022</td>
</tr>
<tr>
<td>9:08</td>
<td>Ratify and Affirm Board of Directors</td>
</tr>
<tr>
<td></td>
<td>actions for 2022</td>
</tr>
<tr>
<td>9:12</td>
<td>2022 Financial Statements - Auditor's</td>
</tr>
<tr>
<td></td>
<td>Report</td>
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<tr>
<td>9:17</td>
<td>Year in Review and looking ahead to 2024</td>
</tr>
<tr>
<td>9:38</td>
<td>Downtown London Business Awards</td>
</tr>
<tr>
<td>9:58</td>
<td>Presentation of 2024 Budget</td>
</tr>
<tr>
<td>10:05</td>
<td>30 Year Anniversary</td>
</tr>
<tr>
<td>10:15</td>
<td>Motion to adjourn</td>
</tr>
</tbody>
</table>
Approval of the AGM Minutes
London Downtown Business Association AGM  
Friday November 4, 2022  
Virtual meeting via Zoom, 9:00 a.m.

MEETING OF THE LONDON DOWNTOWN BUSINESS ASSOCIATION BOARD OF MANAGEMENT:

Attending: Downtown merchants and building owners (attendees listed below)

Staff: Vicki Smith, Kathy McLaughlin, Kathy Navackas, Louise Pyne, Aaron McMillan, Hailey Etherton, Gabriela Kowalski, Aly Postma, Barbara Malý

- Call to order and remarks – Asaad Naqeli  
Asaad Naqeli called the LDBA meeting to order

1. Conflict of interest – none declared

2. Minutes of November 12, 2021 Annual General Meeting  
Motion: “to approve the minutes of the November 12, 2021 AGM”  
Moved: Lori Da Silva  2nd: David Kirwin  Approved

3. London Downtown Business Association By-law No 1  
Motion: “to approve the London Downtown Business Association’s By-law No 1”  
Moved: David Kirwin  2nd: John Fyfe-Millar  Approved

4. Actions of the Board of Directors  
Motion: “to ratify and affirm all actions of the Board of Directors as presented to the members”  
Moved: Michelle Giroux  2nd: John Fyfe-Millar  Approved

5. Board of Directors Slate 2023-2026  
Motion: “to approve the slate of the Board of Directors as presented”  
Moved: Lori Da Silva  2nd: John Fyfe-Millar  Approved

6. Thank you to outgoing board members  
- Thank you to Andrew McLaughlin, David Kirwin, Jason Dickson, Lori Da Silva, Jerry Frobl, and John Fyfe-Millar for all of your work as part of the LDBA board.

7. Approval of audited Financials – Bonnie Whudya- LDBA Treasurer  
Motion: “to approve the LDBA audited financial statement dated December 31, 2021”  
Moved: David Kirwin  2nd: Michelle Giroux  Approved

8. Review of 2021 and Looking forward to 2022 – Barbara Malý  
- IBA is responsible for overseeing the beautification and vibrancy of the downtown, maintaining municipally owned properties, and promoting and marketing the area as a commercial, dining, and shopping district
- Also working on amplifying the business voice with decision makers regarding positive impacts needed for the area.
- Provided in $550,000 grants to our members

9. MSL Presentation – Kathy McLaughlin  
- Focusing on economic development activities in the downtown  
- Mission is to be a catalyst, connector, and collaborative partner working with a broad network of organizations
- Creating a entrepreneurial ecosystem to support business attraction and business expansion.
- Have worked on an upstart accelerator, window activations in vacant shops, business attraction, working on a food and beverage sector focus for recruitment in 2023

10. Presentation of the Proposed 2023 Budget – Bonnie Whudya- LDBA Treasurer  
- No questions from the members.

11. Adjournment  
Motion to ‘adjourn the LDBA AGM at 9:55am’  
Moved: Steve Cordes  2nd: Lori Da Silva  Carried
MOTION TO APPROVE

RULES OF ENGAGEMENT:
Each member of an improvement area has one vote regardless of the number of properties that the member may own or lease in the improvement area. 2001, c. 25, s. 204 (6).

(Members of an improvement area consist of persons who are assessed, on the last returned assessment roll, with respect to rateable property in the area that is in a prescribed business property class and tenants of such property. 2001, c. 25, s. 204 (4).)

MOTION:
to accept the minutes of the November 4, 2022 AGM.
Ratify & Affirm Board of Directors actions of 2023
WHEREAS,
all actions by the Board of Directors from November 5, 2022 to November 7, 2023 have been duly presented to the members at a members’ meeting duly called and assembled, be it:

RESOLVED,
that the members of the BIA do hereby ratify and affirm all actions of the Board of Directors as presented to the members.
MOTION TO APPROVE

RULES OF ENGAGEMENT:
Each member of an improvement area has one vote regardless of the number of properties that the member may own or lease in the improvement area. 2001, c. 25, s. 204 (6).

(Members of an improvement area consist of persons who are assessed, on the last returned assessment roll, with respect to rateable property in the area that is in a prescribed business property class and tenants of such property. 2001, c. 25, s. 204 (4).)

MOTION:
to ratify and affirm all actions of the Board of Directors as presented to the members
Approval of the AGM Minutes
Audited Financials
INDEPENDENT AUDITORS’ REPORT

To the Board of Directors of London Downtown Business Association

Opinion

We have audited the combined financial statements of London Downtown Business Association (the “Entity”), which comprise:

- the combined statement of financial position as at December 31, 2021
- the combined statement of operations for the year then ended
- the combined statement of change in net financial assets for the year then ended
- the combined statement of cash flows for the year then ended
- end notes to the combined financial statements, including a summary of significant accounting policies

(Hereinafter referred to as the “financial statements”).

In our opinion, the financial statements present fairly, in all material respects, the combined financial position of the Entity as at December 31, 2021, and its combined results of operations, its combined change in net financial assets and its combined cash flows for the year then ended in accordance with Canadian public sector accounting standards.

Basis for Opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the “Auditors’ Responsibilities for the Audit of the Financial Statements” section of our auditors’ report.

We are independent of the Entity in accordance with the ethical requirements that are relevant to our audit of the combined financial statements in Canada and we have fulfilled our other ethical responsibilities in accordance with these requirements.

Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.

Conclude on the appropriateness of management’s use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Entity’s ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors’ report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors’ report. However, future events or conditions may cause the Entity to cease to continue as a going concern.

Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

Communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Chartered Professional Accountants, Licensed Public Accountants
London, Canada
April 21, 2022
MOTION TO APPROVE

RULES OF ENGAGEMENT:
Each member of an improvement area has one vote regardless of the number of properties that the member may own or lease in the improvement area. 2001, c. 25, s. 204 (6).

(Members of an improvement area consist of persons who are assessed, on the last returned assessment roll, with respect to rateable property in the area that is in a prescribed business property class and tenants of such property. 2001, c. 25, s. 204 (4).)

MOTION:
to accept the audited financial statement dated December 31, 2022
MEET

THE DOWNTOWN LONDON TEAM

Barbara Maly
Executive Director

Vicki Smith
Manager of Operations

Kathy McLaughlin
Manager of Business Development

Hailey Etchen
Manager of Programs and Partnerships

Jocelynn Aubertin
Communications and Social Media Coordinator

Mara Fraccaro
Administrative Assistant
2023 Year in Review
RETURNING VIBRANCY
BIA ONTARIO
ONTARIO MUNICIPAL ACT MANDATE

Marketing & Promotion

Maintenance

Beautification & Events
Welcoming, Safe and Vibrant Downtown

Diversified Economic Base

Strong Member Engagement and Support

Champion, Catalyst and Liaison for the Downtown
MURALS
UNESCO CITY OF MUSIC
BANNERS
CLEAN TEAM

1091 storefronts power washed
721 graffiti tags removed
55 planters, 
20 hanging baskets
GIFT CARDS

2 YEAR ANNIVERSARY of the program!

up-spend on cards averages 3.9 times the value of the card
$400,000 in gift cards circulated
Deadline for reimbursement at our office is Dec 15.
Over 1,500 downtown events with over 720,000 people attending in 2023 so far!

The Brier, Fanshawe graduations, AMO Conference, OBIAA Conference and many more!
SANTA CLAUS PARADE - NOV 18
LIGHTING OF THE LIGHTS - NOV 24
HOLLY JOLLY HOLIDAY MARKET - NOV 24 - DEC 17
HOLIDAY WINDOW CONTEST - NOV 24 - DEC 17
NYE IN THE PARK
DOWNTOWN LONDON WELCOMES:
47 new businesses AND 1 business expansion!
If you have an anniversary or milestone that you would like us to promote please reach out to Hailey. → hailey@downtownlondon.ca
show DFTH sneak peak video
MEMBER MIXER

- 4 member mixers
- 127 total attendees
- Topics discussed include downtown construction, naloxone training, and health and homelessness
DOWNTOWN OFFICE VISITS

NEW PROGRAM TO SURVEY OFFICE EMPLOYERS

- Employee demographics and employment data
- Expansion/downsizing/relocation/closing/leasing plans
- Employee return back to the office plans and ways DTL can assist
- Identify any other assistance needed
2023 Shop Local 2 Win Campaign had:

- Over 5,500 entries from over 2,200 unique participants
- 65% of participants said they shopped more
- 61% tried new places because of the contest
People got happy!

- 96 contest participants - 7 of the 10 winners dined at a downtown business!
- over 5,600 website visits
- over 17,600 video views
- overall reach of over 30,000 people!

Businesses got happy too!

- 16 number of downtown businesses involved
MARKETING CAMPAIGNS

We coordinated marketing campaigns with:

- TOURISM
- LEDC
- CITY OF LONDON
- LONDON KNIGHTS

We advertised on:

- Fresh 103.1
- Classic 98.1 FM
- Pure Country 93
- Jack 102.3
- CTV News
- Rogers TV
- Virgin Radio 97.5
Downtown London Grants

- Property Damage Grant
- Holiday Window Enhancement Grant
- $38,500 in grants to date

City of London Grants and Loans

- Facade Improvement Loan
- Upgrade to Building Code Loan
- Core Area Safety Audit Grant
- Core Area Boulevard Cafe Grant
- Core Area Sign Grant
- $480,000 in grants and loans to date
DOWNTOWN LONDON TRAILS

Scratch Bakery
Downtown London Trails
& Patisserie
CATALYST, CHAMPION & LIAISON

- Input into City’s 2023-2027 Strategy
- At the table for Multi-Year Budget
- Create a 15-20 year Downtown and Core Area Strategy
- Core Area/Downtown Office and leadership at City Hall to breakdown silos, create alignment and work better together
- Participated in advocacy efforts for relief of CEBA repayments.
- One-time LDBA funding support of $1.16 Million
OBIAA AWARD OF EXCELLENCE
DOWNTOWN LONDON’S TEAM