



**BARRHAVEN BUSINESS
IMPROVEMENT AREA
2016 ANNUAL REPORT**





Barrhaven Business Improvement Area 2016 Annual General Meeting Minutes		2014-2018 Board of Management
Wednesday, December 7th, 2016 at 6 pm Cedarhill Golf Club, 56 Cedarhill Drive		Executive Director- Andrea Steenbakkers
5:30 pm	Registration of Members and Guests Cash bar available	Chair- Jason MacDonald, MacDonald Moussa Team
6:00 pm (6:15 pm)	<p>Welcome, VIP and Board Introductions: Andrea Steenbakkers, Executive Director, Barrhaven BIA</p> <ul style="list-style-type: none"> • 11th AGM- one of the best days in my career as the ED as I saw Barrhaven on a slide at an International summit! • Thanks to CIBC, our event sponsor and we will hear from Amanda shortly. • MP Chandra Arya • Councillors Jan Harder and Michael Qaqish • MPP Lisa MacLeod sends her regards from her office at Queens Park • BBIA Board- list at right column • Thank you to Julie Clement, our membership coordinator and her Food and Beverage Showcase committee. We are excited to present over 20 local vendors at our annual year end celebration immediately following the meeting, in the ballroom next door • Call on Councillor Harder on behalf of Mayor Jim Watson • Look Book: <ul style="list-style-type: none"> ○ We've made a compilation of what Barrhaven means through the lens of various groups: both families & business included. ○ In this preview of the 2017 Barrhaven Look Book, we showcase schools, parks, nature, architecture, retirement and recreation facilities. The RCMP- an employment-based business, Tomlinson- an Industry leader. ○ The final product will be presented as online magazine and will also feature some great shots of local businesses! ○ We will be officially launching this in the first quarter of 2017- This will be a great tool for property owners and developers, real estate professionals, Invest Ottawa, City officials & any business that would like to showcase where they are located. • I will ask those who have been provided with coloured voting cards, to please hold them up when asked to vote on Motions. Only those with cards may vote. 	<p>Vice-Chair- Jagdeep Perhar, Property owner</p> <p>Treasurer- Marlene L. Grant, CPA, CGA, Marlene L. Grant Professional Corp.</p> <p>Councillor Jan Harder, Ward 3</p> <p>Councillor Michael Qaqish, Ward 22</p> <p>Sean Finn, Greco Barrhaven</p> <p>Chris Kimball, Sobey's</p> <p>Jennifer Grundy, Barrhaven Optometric</p> <p>Vijay Shukla, IDA/Guardian</p> <p>Simon Beaulieu, Tim Hortons</p> <p>Aneeka Ward, Active Health Institute</p> <p>Jeff Davis, Heart & Crown Barrhaven</p> <p>Stacey MacLellan, Platos Closet</p> <p>Glenn Van Gulik, Salvation Army</p>



6:05 pm	<p>Call to Order and Opening Remarks: BBIA Chair- Jason MacDonald (see report) Motion to call to order 2016 AGM Moved By: SB Seconded By: CK</p>	
6:10 pm	<p>Remarks from our sponsor, CIBC Amanda Guerin, Small Business Financial Advisor</p>	
6:15 pm	<p>Overview of 2017 Programs and Events: (see report) Marketing- Simon Beaulieu/Chris Kimball Smart Growth- Jason MacDonald Membership Engagement- Jagdeep Perhar</p>	
6:30 pm (6:45 pm)	<p>Overview of AirBrowse mobile App pilot program: Carole Lair/Micheal Burnatowski</p>	
6:35 pm	<p>2015 Draft Audited Statement, 2016 Budget Review, 2017 Proposed Budget: Marlene Grant, Treasurer Motion to Accept 2015 Audited statement Moved by: MG Seconded by: CK -carried- Motion to Accept 2016 Review/2017 Budget Moved by: MG Seconded by: SB -carried-</p>	
6:45 pm (7:00 pm)	<p>Volunteer recognition: Jason MacDonald (see report)</p>	
6:50 pm	<p>Questions to the BBIA Board of Managers</p> <ul style="list-style-type: none"> • Question regarding graffiti removal and if we have made any arrests (answered by JP- our focus is eradication through consistent removal) • Question regarding break and enters, if there is a trend (answered by Cst. S. Jordan- not too many commercial but can be a problem in isolated areas) <ul style="list-style-type: none"> ○ Membership Engagement committee to form a security patrol subcommittee to evaluate need and possible pilot this summer) 	
7:00 pm (7:15 pm)	<p>Motion to Close Meeting: Jason MacDonald Moved By: SB</p>	
	<p>Local Food & Beverage Showcase Immediately following the close of the meeting, in the ballroom. Join us in Santa's Workshop to sample food and drink provided by local businesses. Cash and new, unwrapped toy donations are being collected in Santa's sleigh for Toy Mountain! Donations collected for alcoholic beverage samples will also be donated to Toy Mountain.</p>	



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Message from the Chair

December 7th, 2016

Dear Members,

Welcome to the 2016 Annual General Meeting of the Business Improvement Area. As I am sure you have seen, we continue to work hard to serve our members from this great business community in Barrhaven. I would like to express my deep appreciation and gratitude to each of the current Board members and to those who help contribute to our committees day in and day out, who gave of their time and skills in serving our members this past year - all volunteer their time and effort!

This Annual General Meeting is the opportunity to share with you in detail what these committed groups of directors and committee members have done for you, as well as to share our direction and vision for 2017. I do encourage you to review the submissions from each committee contained within. We have a great deal for you to take in, and we do hope you take this time to speak with us and ask questions from those here this evening.

We have seen some significant commercial and infrastructure progress this year in Barrhaven to say the least, with commercial construction under way and a number of local infrastructure projects nearing completion. We will finally see the services cross Greenbank to service our expanding commercial core. Rapid transit will be continuing west of Greenbank. Greenbank road, while it has posed so many challenges for adjacent businesses, is in the final stages of completion with a brand new VIA overpass and exciting public art project to come in 2017. Despite these challenges, the new, widened corridor will now move traffic more efficiently and bring more people into this area. Your BIA has been working hard with The City, local Councillors and developers to help expedite meeting our development needs and commits to keeping you informed.

This year, the BBIA worked with Doyletech Corporation and has completed an economic study and a refreshed retail-commercial market report. We will be releasing the final report in early January. The report confirms our resolve to protect the core of Barrhaven as the main future retail centre and our core employment lands along Strandherd. As challenges rise to try to sprawl retail growth along our arterials, we know that being patient and following the plan will lead to a healthy and vibrant, sustainable community. The report also identifies some real opportunities for much-needed employment-based business development in our prestige business park areas. We are on the cusp of having a true employment base for Barrhaven, which will bring consistent, daytime consumers to your businesses as well as more residents into our primary market as employees move to the community where they work.

Our marketing committee once again will present some excellent new initiatives for local businesses while continuing with our very popular programs. We now offer an even greater number of opportunities for businesses to participate in and leverage for your own business. In



2017, we will introduce many new programs such as the Airbrowze mobile App and a new robust website portal with enhanced business member features and more. Our Membership Engagement committee will continue with our extremely popular Breakfast for Businesses series. We will also work again with the City of Ottawa to run a weekly graffiti patrol and removal program that continues to net positive results. We will also offer subsidy opportunities for local malls. All of this will be possible with only a 1% operating budget increase.

The Barrhaven BIA fosters healthy partnerships with many organizations; West Ottawa Board of Trade, Ottawa Chamber of Commerce, Ontario Business Improvement Area Association and, of course, the other Ottawa area BIAs through Ottawa Council of BIAs (OCOBIA). Following the dissolution of the City's Business Advisory Committee in 2012, OCOBIA was formed to represent all BIAs and serve as a mechanism to liaise with City Council and staff on issues impacting businesses in Ottawa. Ottawa currently has 18 BIAs, covering urban, suburban and rural areas of the City. The City has recently received a request from businesses in the Kanata Central area to form a BIA. Collectively, Ottawa's BIAs represent over 6,000 businesses and more than 20% of jobs in the City. The BIAs in Ottawa employ people in more than 20 different employment sectors. There is strength in numbers and we are proud to continue to work with these fantastic organizations on your behalf.

I once again want to sincerely thank each of you who serve and have served on the Board and its committees this year. I have the utmost respect and appreciation for what each of you contributes to our great community! Finally, on behalf of the Board of Directors and all of our members I would be remiss if I did not thank our true champion, our guiding light and the epitome of dedication, our Executive Director, Andrea Steenbakkers! Many of you are unaware of Andrea's skill set and knowledge about creating successful BIAs. Her expertise is sought after not only locally and nationally, but also internationally. As you can imagine, this bodes very well for us in business here in Barrhaven.

We look forward to the continued growth of our business community with some exciting new changes, new faces and new challenges for 2017. The level of opportunity, the strength of this community and the business within it help re-affirm that we are very fortunate to be here in Barrhaven.

Barrhaven is clearly moving forward and we are getting closer and closer to a true Live, Work and Play community!

Jason MacDonald
Barrhaven BIA Chair
Owner, MacDonald Moussa Team
Royal LePage Team Realty



Vision and Direction

Mandate

The Barrhaven BIA is the ‘voice of the business community’. It is committed to improving and promoting the business community to become Ottawa’s premiere business area.

Vision

To represent, assist and encourage Barrhaven property owners, business owners, service providers and other partners involved, in the professional advocacy, planning, development and management of the area for the economic well being and development of our community.

Strategic Plans Supporting our Vision

Property development and continued commercial core growth through the Barrhaven Town Centre Secondary Plan. Support for fast-tracking City services to Strandherd/416 Corridor.

Major Infrastructure plans dealing with transportation; continued road improvements, extensions and widenings: Jockvale Road, Greenbank Road, Strandherd Drive and Chapman Mills corridor development.

Cooperation from City’s Economic Development department to assist in profiling our area and the promotion of our employment land make this area more attractive to new like-businesses thus generating additional revenue opportunities for supporting retail and service businesses.

Strategic Directions

Perception Priority- Develop and nurture partnerships for BBIA and its members with our community groups, residents and City to create a safe and vibrant environment in which we can all work, live and play.

Political Priority- Advocacy to strengthen local political and bureaucratic contacts at all levels of government to keep them working on our behalf.

Vision Priority- Strive to develop a clear and concise, current and future vision for Barrhaven.



Key Strategic Directions

Advocacy

The Barrhaven BIA functions as an advocate for Barrhaven businesses and organizations providing an opportunity for members to speak with a united voice on issues of common concern and a variety of interests thereby increasing their influence on policies that affect them. These issues include but are not limited to;

- business recruitment, retention, revitalization and redevelopment
- government, membership, community and media relations
- transportation and transit issues
- public consultation, public policy development and review, bylaw enforcement and social issues

Marketing

Marketing Barrhaven as a welcoming and comfortable yet exciting place to live, work, shop and visit and positioning it as the City's premiere suburban community are fundamental objectives of our BIA. We achieve this through a variety of advertising and promotional initiatives:

- Website, Facebook, Twitter, promotional pamphlets, community signage and newspaper features
- Special advertising campaigns- Shop local, Black Friday, Small Business Saturday and Christmas Shopping
- Pageantry- Annual Barrhaven Santa Claus Parade, Top Shelf Ball Hockey 4-on-4
- Co-operative and BIA-subsidized advertising and sponsorship opportunities
- Barrhaven Business Banner and Directory (with Coupons) programs
- Sponsor of Barrhaven Canada Day, Barrhaven Food Cupboard Gala and Oktoberfest Ottawa at Barrhaven's Clarke Fields

Safety

The Barrhaven BIA is committed to creating a welcoming experience in our business districts through various programs that assist in providing a superior experience to people visiting, living, working and shopping in Barrhaven. BBIA projects have included a comprehensive professional graffiti removal program and working groups with local property managers to raise common issues and identify effective solutions. The Barrhaven BIA pursues, in consultation with police and area stakeholders such as our Community Associations, the delivery of safety programs in Barrhaven. We have addressed security concerns by providing local businesses with access to tools and information such as private security monitoring, safety audits, lighting and business watch security networks.



The Year in Review and Previews for 2017

Marketing and Special Events

- **2017-** Launch of a new website/portal this Spring with enhanced member-based features (load and manage your own profile information and promotions!) and an integrated back-end organizational system to manage the operation of the association (from tracking to registration to committee workload management).
- **2017-** Development of a social media strategy and integration with the new members' portal. Facebook- Barrhaven BIA, Twitter- @BarrhavenBIA
- **2017-** One-year pilot with the City of Ottawa and AirBrowse; City-wide mobile coupon App that also tracks customer data for participating businesses
- **NEW** this month- Refreshed community banner program on Strandherd, Woodroffe and Greenbank corridors to enhance the neighbourhood and show our businesses support of the community. Includes sponsorship opportunity for local businesses to promote their brand
- **2017-** Monthly subsidized advertising opportunities in the Metroland Nepean-Barrhaven News
- **2017-** Partnerships through the Ottawa Council of BIAs for Ottawa 2017 celebration events and sharing of opportunities for local businesses
- **2017-** Barrhaven Look Book; digital magazine to promote Barrhaven as a great place to be for prospective employers and their staff as well as new residents
- Continuation of Barrhaven Independent advertorials for local businesses including special offerings for major sponsors of the Santa Claus parade
- Annual Barrhaven Santa Parade: planning, development and execution. Community-based working committee assisted with parade. **2017-** Addition of an inclement weather indoor event. See our website at www.SantaClausBarrhaven.com for more information. Participate in our 20th Anniversary parade as a business float and/or sponsor!
- Annual Christmas advertising campaign- gateways, road signs, social media
- Further development of branding with the 10th anniversary logo
- Continued use of our gateway signs to promote Barrhaven
- **2017-** Development of directional signage at Vimy Bridge area and 416/Fallowfield to promote the business core area
- Continued support of major local events *such as*; Top Shelf 4-on-4, an annual Barrhaven Ball Hockey Tournament for Barrhaven youth, Canada Day in Barrhaven, the Barrhaven Food Cupboard Gala, Oktoberfest Ottawa



Smart Growth Development Committee

Here is what our team is tracking;

Barrhaven

Completion of Greenbank Road widening as well the VIA rail underpass;

- New access from Longfields community via Highbury Park Drive.
- We expect full completion with landscaping by early 2017.
- The BBIA provided input into the exciting new public art project for Greenbank Road

Realignment of Greenbank (south of Chapman Mills);

- It is scheduled for completion by 2019 – detailed design will be south of Chapman Mills conducted 2016-2017, followed by construction.
- South Nepean Collector (sanitary trunk sewer) will be under construction 2016 and services will be brought across Greenbank in the first half of 2017.

Regional Group Strandherd/416 lands;

- Costco has opened and the surrounding mall is under construction bringing new businesses early in 2017.
- Tomlinson 4-storey office building at Fallowfield/Strandherd is targeting early 2017.
- Barrhaven Honda and Hyundai to open in 2017.

Market data and economic/employment research;

- This past year we invested in two major research projects with Doyletech: a refresh of our 2013 retail-commercial market study as well as an economic study for our Prestige Business Park lands. The final reports will be available on our website early in 2017 at www.DiscoverBarrhaven.com.
- A major marketing initiative of the results is planned for 2017 with the Ottawa Business Journal/OBL360/Great River Media.

Mattamy's Half Moon Bay continuation;

- Half Moon Bay north subdivision is draft approved
- All four corners of Cambrian/Greenbank intersection to be retail-commercial.
- Road project priorities potentially switched; potential to fast track Strandherd Road's completion. Details to be confirmed this month.



Barnsdale/416 interchange

- Required to alleviate pressure off Strandherd Road, Woodroffe Avenue and Prince of Wales. Could have potential for light industrial park area. BIA to look into proposed new south urban boundary and ward boundary review process and start future growth expansion.

Progress and partnerships

The ongoing focus of the BBIA is on long-term employment-based job growth and protecting the core commercial area of Barrhaven. In 2016 we continued to see some of the largest commercial / retail development in Barrhaven in over a decade. Barrhaven still continues to enjoy some of the highest building growth in the Province and in the Country. Thus, we continue to stay focused and informed on zoning, planning and associated risks. We continue to reach out to the business community for input, questions and direction through our website, social media, gateway signage and email.

The BBIA Board continues to meet with our Federal and Provincial members of Parliament as well as some of our major property developers and owners. We have made major in-roads as a result of hosting focus groups with Doyletech in August. Recently, we coordinated and facilitated a roundtable discussion with participants from Invest Ottawa, municipal, provincial and federal government departments, as well as local representatives in academia, planning, hydro, green tech and economic disciplines. Collaboratively, we have come up with great ideas that we will continue to explore to further our goal of bringing employment to our 416 business park corridor. Currently, we are looking at two opportunities with key local stakeholders. We expect to make some exciting announcements for this area of our community in 2017.

Our Executive Director (ED), Andrea Steenbakkers, and Board member Sean Finn continue to sit on the Board for the Ottawa Council of BIAs (OCOBIA). This Board meets bi-monthly, and quarterly with the Mayor and senior City staff, to work on business-related issues in the City. The economic development department has greatly improved efforts to collaborate more effectively with economic development stakeholders across the City, and to improve the collaboration capacity of all stakeholders, including the BIAs.

The ED also continues to serve at the Federation of Canadian Municipalities as a contributor to local economic development efforts in Caribbean countries through their CARILED program by transferring skills, competencies, practices and knowledge. The ED also assists various City Councillors and area business leaders with setting up new Ottawa BIAs by consulting key local businesses in their wards; Kanata Centrum BIA is about to launch in the new year! She has also assisted with interested businesses in the Stittsville area.



Membership Engagement Committee

- Continue to reach out to the business community for input, questions and direction through our website, email, social media and *MailChimp* electronic updates
- AGM with annual Barrhaven Food and Beverage Showcase
- Breakfast for Businesses series for local business networking and opportunities for learning and sharing information
- Annual Barrhaven Community Networking Breakfast for Charity in cooperation with local partners
- Professional packages for members outlining the benefits of the BBIA, its programs and services were delivered
- NEW in 2016- Increased onsite visits to members by membership engagement assistant; over 420 businesses were visited over the past 12 months. More than half are already actively participating in BBIA programs, events, committees and projects. It is our goal to continue to actively engage the business community and encourage local owners and operators to contribute constructively to the association in ways that are meaningful to them and important for their business development. Together we are stronger!
- NEW in 2016- we introduced a subsidy program open to all area malls and business areas. Our Membership engagement assistant worked with local businesses to encourage self-promotion by using BBIA grants to fund advertising or special events.
- **2017-** we will look at continuing the subsidy program and are considering expanding it to include a security patrol of local malls and buildings during peak problem hours of the week.



Graffiti Removal and Abatement

- Comprehensive Graffiti Removal Program to continue- tags were down from 90 in 2011 to approximately 65-70 in 2012 with the biggest improvement in August/September. In 2013 and 2014 we saw a huge decline in the number of tags to 36 per year. In 2015 we removed 41 tags. This past year we were down to 39 tags.

Statistics for 2016 Graffiti Removal and Abatement Program

MONTH	CALL UPS	TAGS REMOVED
January	4	0
February	5	0
March	4	4
April	4	5
May	5	7
June	4	6
July	4	5
August	5	4
September	4	4
October	5	2
November	4	1
December	1	1
Total	49	39



Volunteers

Our Board would like to say a special thank you to the committee members who have dedicated their time, energy and ideas over the past year;

Russell Arthurs- Trade Secrets

Zac Wood- Kelseys

Tanya Rego- Kelseys

Nim Moussa- Team Realty Royal Lepage

Julie Dorion- Red Wagon Studio

Dr. Trevor Graham- Barrhaven Optometric

Cst. Sherry Jordan- OPS

Scott Hopper- Staples Business Centre

*Darren Curry- Surgenor Barrhaven
Chevrolet Buick GMC*

Nick Dean- DeanRyans Inc.

*Art Stevens- Surgenor Barrhaven Chevrolet
Buick GMC*

Debi Sereda- Barrhaven Legion

James Doyle- Barrhaven Lions Club

Darrell Bartraw- WBCA

Mike Mines- Bell

Colin Diamond- Conduct Law

Caroline Sohn- Eye Level Learning

Susan Brownrigg-Smith- Smart Growth

Crystal Catana- CIBC

Dave Sereda- Barrhaven Food Cupboard

Tom Moss- Smart Growth

Barrhaven Food Cupboard Volunteers

Glenn Van Gulik- Salvation Army

Sequoia Church Volunteers

Tyler Ross- National Bank

Steve Fritsch- Top Shelf 4-on-4

Brad Spooner- NROCRC

Brad Smyth- NHL Alumni

Kelly Ross- Ross' Independent Grocer

AGM Volunteers

Santa Parade Volunteers

*Linda Laframboise- Barrhaven Santa Claus
Parade*



About the Barrhaven BIA

Who

Barrhaven Business Improvement Area (BBIA) — Ottawa's first suburban BIA created on January 1, 2006. There are 130 properties in the BBIA and 500 businesses within our boundaries; Highway 416, the south side of Fallowfield Road, the west side of Prince of Wales and the south urban boundary. All properties within the BIA boundary are automatically members of the BIA.

What

The BIA is permitted under Section 204 of the Ontario Municipal Act and a Municipal bylaw, which allows the city to designate an area as a BIA and create a Board of Management. The BIA has the authority to undertake initiatives on municipally owned land within the BIA – beyond those provided by the city. Its mandate is to promote the defined boundary as a distinct business district.

Why

The Barrhaven BIA spearheads a number of initiatives that promote Barrhaven to the advantage of all the properties located within its boundary. Through the BIA, members become more involved and informed about the plans and developments that affect them. These include issues such as property development, policies, policing, by-laws, traffic and transportation. The BIA provides an **advocacy** role to its members by allowing the area to speak with a united voice on issues of common concern and interest, thereby increasing their influence at City Hall on policies that affect them.

How

The BIA also offers its members assistance through information and cooperation on marketing and promotional partnerships. Our award nominated website, www.DiscoverBarrhaven.com informs members of events and happenings of interest in the area and is a vehicle through which businesses can obtain current planning and other relevant municipal information.



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(613) 825-8242

CONTACT:
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execdirector@barrhavenbia.ca
www.DiscoverBarrhaven.com



The 2014-18 Board of Management

Executive Director	Andrea Steenbakkers	613-825-8242	execdirector@barrhavenbia.ca
Chair	Jason MacDonald	613-297-5712	Jason@mmteam.ca
Vice-Chair	Jagdeep Perhar	613-720-4518	jagdeep@perhar.ca
Treasurer	Marlene L. Grant, CPA, CGA	613-823-6878	mgrant@mlgpc.ca
Councillor	Jan Harder	613-580-2473	Jan.Harder@ottawa.ca
Councillor	Michael Qaqish	613- 580-2751	Michael.Qaqish@ottawa.ca
Member at Large	Vijay Shukla	613-823-1700	vijay@myownpharmacy.ca
Member at Large	Simon Beaulieu	613-825-1064	timsbarrhaven@gmail.com
Member at Large	Sean Finn	613-742-8018	Sean.finn@investorsgroup.com
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Member at Large	Aneeka Ward	613-825-7773	aneeka@activehealthinstitute.com
Reserve Member	Jeff Davis	613-440-3906	jdavis@heartandcrown.ca
Reserve Member	Stacey MacLellan	613-825-2765	stacey.maclellan@mac.com
Reserve Member	Glenn Van Gulik	613-799-8680	glenn.vangulik@salvationarmybarrhaven.ca

2017 BUDGET TEMPLATE - BARRHAVEN BIA

		2016 Budget	Dec YTD est	2017 Budget	Notes
179670 - BIA BRHV Taxation	406005 - Contributions From Reserve Funds	-55,000		-25,570	2016 only used \$20,000 of reserve
	407001 - General Taxes	-247,000	-247,000	-247,000	0% increase over 2016
	407010 - Donations	-1,500	-	-	
	407101 - Supplementary Assessment	-2,500	-1,200	-2,500	new properties captured by MPAC
	407104 - Payment In Lieu	-250	-250	-250	
	507431 - Remissions	1,500	3,673	3,000	
	507434 - Vacancy Rebate General Taxes	500	1,512	500	
Revenues		-304,250	-243,265	-271,820	
179600 - BIA BRHV Admin	407010 - Donations	-	-2,919	-2,000	Home-Based members
	407015 - Other Revenue	-	-280	-280	non-qualifying membership
Administration		-	-3,199	-2,280	
179602 - BIA BRHV Marketing	407015 - Other Revenue		-3,914		RedBlacks ticket sales
179607 - BIA BRHV Santa Claus Parade	407015 - Other Revenue	-30,000	-37,750	-35,000	sponsorships
179608 - BIV BRHV Banners	407015 - Other Revenue	-25,000	-19,607	-25,000	sponsorships
179612 - BIA BRHV Top Shelf	407015 - Other Revenue	-	-14,350	-15,000	sponsorships
Advertising, Promotion & Events		-55,000	-75,621	-75,000	
179603 - BIA BRHV Economic Development	407015 - Other Revenue	-7,500	-15,000	-7,500	City grant
Economic Development		-7,500	-15,000	-7,500	
179604 - BIA BRHV Security	407015 - Other Revenue	-10,000	-12,800	-12,800	City graffit grant
179609 - BIA BRHV Breakfasts	407015 - Other Revenue	-	-9,388	-10,000	breakfast tickets and sponsorships
179610- AGM	407015 - Other Revenue		-565	-1,000	sponsorship
Security and Member Engagement		-10,000	-22,753	-22,800	
Total Revenue		-376,750	-359,838	-379,400	
179600 - BIA BRHV Admin	501110 - Compensation	124,000	124,000	124,000	2 staff
	501401 - Salary Benefits	7,500	7,500	7,500	
	502111 - Conferences & Conventions	2,000	1,486	1,500	professional development
	502121 - Postage	50	31	50	
	502132 - Voice/Data Network Charges	4,000	3,687	4,000	telecommunications; internet, phones, cellular
	502134 - Cellular Phone		211		(new code)
	502210 - Advertising/Promotion	-	45		

	502310 - Audit Fees	1,250	-603	1,300	
	502330 - Professional Service	500	500	500	legal, etc
	502373 - Insurance Premiums	4,600	6,154	6,200	City rates increased
	502392 - Consultants	-	8		
	502394 - Receptions / Luncheons / Hospitality	1,000	2,071	1,000	hosting stakeholders and partners
	502395 - Corporate Memberships	800	568	1,200	OBIAA\$413/OCC\$325/WOBT\$370
	502692 - Parking	300	116	150	stakeholder meetings and City Hall
	505990 - Office Supplies	750	1,100	1,000	paper, ink, etc
	506173 - Office Furniture & Equipment	500	449	500	small tools, furniture
	507998 - Provision for Unforeseen	500			
Administration		147,750	147,323	148,900	
179602 - BIA BRHV Marketing	502210 - Advertising/Promotion	45,000	43,594	7,000	signs
	502208- Community Newspaper ads			6,500	Metroland- monthly subsidized ads for members
	502392 - Consultants	23,000	20,259	20,000	brand/design work
	502330- Website professional service			16,000	portal with back end management system, integrated social media
	509711 - Expenditure Recoveries	-	-2,802		
179606 - BIA BRHV Festivals	502210 - Advertising/Promotion	13,000	13,088	10,000	TBD
179607 - BIA BRHV Santa Claus Parade	502210 - Advertising/Promotion	30,000	37,929	35,000	costs paid by sponsorship revenue
	509711 - Expenditure Recoveries		-723		
179608 - BIV BRHV Banners	502210 - Advertising/Promotion	23,000	22,240	25,000	costs paid by sponsorship revenue
179612 - BIA BRHV Top Shelf	502210 - Advertising/Promotion	15,000	9,590	15,000	costs paid by sponsorship revenue
179613 - BIA BRHV Advertorials	502210 - Advertising/Promotion	-	3,053	18,000	new code
Advertising, Promotion & Events		149,000	146,228	152,500	
179603 - BIA BRHV Economic Development	502210 - Advertising/Promotion	45,000	45,714	20,000	market economic study results; OBJ proposal
	502330 - Professional Service		154	5,000	partnership projects with stakeholders
Economic Development		45,000	45,868	25,000	
179604 - BIA BRHV Security	502210 - Advertising/Promotion	30,000	1,812		grants to local malls for promos
	502394 - Receptions / Luncheons / Hospitality	2,000	2,358		2015 AGM- décor, entertainment, printing
	502396 - Outside Printing and Photography	2,000	1,724	1,000	membership kits
179605- Graffiti	502896 - Graffiti Removal	16,000	16,000	16,000	weekly graffiti patrol and removal
179610- AGM	502394 - Receptions / Luncheons / Hospitality		2,000	2,000	2016 AGM- décor, entertainment, printing
179609 - BIA BRHV Breakfasts	502210 - Advertising/Promotion	-	10,794	11,000	costs paid by ticket & sponsorship revenue

	502394 - Receptions / Luncheons / Hospitality	-	317	500	volunteer appreciation- year end
179611 - BIA BRHV Subsidy Program	502210 - Advertising/Promotion	-	2,656	22,500	security patrol &/or promos and events grants
Security and Member Engagement		50,000	37,661	53,000	
Total Expense		376,750	377,080	379,400	
Total		-	17,242	-	
	Opening Surplus 2016	58,000.00			
	Proposed 2016 deficit	(20,000.00)			
	Surplus carryforward 2017	38,000.00			
	2017 Usage of Surplus	(25,570.00)			
	Balance of Surplus for 2018	12,430.00			