

# we are kingston!

Kingston's voice for Business since 1841

October 2026 • Year 2 #8



CELEBRATING

185  
YEARS

Influence • Connect • Support

# Federal Tariff Support for Canadian Businesses

Resources to help businesses and workers respond to U.S. tariffs

## Regional Tariff Response Initiative

### Expanded support for SMEs

Additional federal funding will help businesses respond to tariff pressures through liquidity support, business transformation and capital investment.

- Up to \$3M in non-repayable contributions
- Up to \$2M in liquidity support

## Workforce Retention & Retraining

### Helping employers retain and develop talent

A new federal program will support businesses experiencing reduced activity while helping employers retain employees and provide training or retraining opportunities.

- Up to \$1,000 per participant for eligible training and administrative costs

## BDC Pivot to Grow

### Working capital for tariff-impacted SMEs

A new \$500 million liquidity stream will help eligible businesses manage cash-flow pressures and adapt to changing trade conditions.

- Loans from \$250K to \$5M
- Interest-only payments available for up to 36 months

## Employment Insurance Support

### Additional assistance for affected workers

Temporary EI measures are being extended and enhanced to provide additional support to eligible Canadian workers affected by economic disruption.

- Measures include additional flexibility and extended benefits for some eligible workers.

## Canada Strong Diversification Fund

### \$2 billion in new support

New funding will help tariff-impacted businesses advance investment projects, strengthen operations and build greater resilience.

- A streamlined review process is intended to help eligible projects move forward faster.

## Large Enterprise Tariff Loan Facility

### More flexibility for large Canadian employers

Expanded financing will provide eligible large businesses affected by tariffs with greater access to liquidity.

- Up to 36 months of liquidity needs
- Loan terms of up to 15 years

## Additional Resource

### Tariff Remission

Businesses facing exceptional circumstances may also be able to request relief from tariffs imposed under Canada's countermeasures.

Learn more about federal tariff support: **Canada.ca**

*Programs are subject to eligibility requirements and change. Visit [Canada.ca](https://Canada.ca) for current program details*

# CEO's Message: Moving Kingston Forward, Together



As we move into the final months of 2026, I find myself reflecting on what has been an incredibly busy and rewarding few months for the Greater Kingston Chamber of Commerce. From meaningful advocacy and important conversations to celebrating business excellence and bringing our community together, one thing remains clear: the strength of our Chamber comes from the people and businesses we represent.

Advocacy continues to be at the heart of our work. Over the summer, we worked closely with businesses impacted by the ongoing Williamsville construction, listening to their concerns, gathering firsthand feedback and working with City officials to identify practical solutions. These conversations reinforced why having a strong, independent voice for business matters, particularly when local businesses are navigating challenges beyond their control.

We've also continued advocating on issues that shape Kingston's economic future, including transportation, infrastructure, trade uncertainty and the importance of supporting local businesses. The announcement that Kingston will be included as a stop on the proposed ALTO high-speed rail network was an encouraging development and an important step forward for our region.

September was a particularly exciting month for Chamber programming. Our annual Chamber Classic brought members and community partners together for a wonderful day of connection and camaraderie. We also launched our inaugural Celebrating Women in Business event, recognizing the remarkable contributions of women entrepreneurs, professionals and community leaders. Seeing so many accomplished women celebrated was a powerful reminder of the talent and leadership that exists right here in Greater Kingston.

We were also pleased to welcome Daniel Tisch, President and CEO of the Ontario Chamber of Commerce, for an engaging conversation with local business and community leaders about the opportunities and challenges facing Ontario's economy.

October has been equally important, with our Economic Landscape Luncheon featuring Candace Laing, President and CEO of the Canadian Chamber of Commerce. Her insights into Canada's economic competitiveness, productivity and trade challenges reinforced the importance of connecting national conversations with the realities facing businesses in our community.

With municipal elections approaching, we've made it a priority to ensure the business community's voice is heard. Through our municipal election platform, member survey, candidate engagement opportunities and Mayoral Town Hall, we're helping bring business priorities into focus and encouraging informed conversations about Kingston's future.

Looking ahead, our Business Summit will bring another opportunity for members to explore practical applications of artificial intelligence, cybersecurity and innovation, tools that are increasingly important to businesses of every size.

As we celebrate the Chamber's 185th anniversary, I'm reminded that while the challenges facing business have changed over the generations, our purpose has not: to connect, advocate for and champion a thriving business community.

To our members, volunteers, Board of Directors, partners and dedicated Chamber team, thank you. Your engagement, ideas and commitment make this work possible.

There is much to be proud of, and even more to look forward to. Together, we'll continue building a stronger, more connected and prosperous Greater Kingston.

## STAFF

### KAREN CROSS Editor & CEO



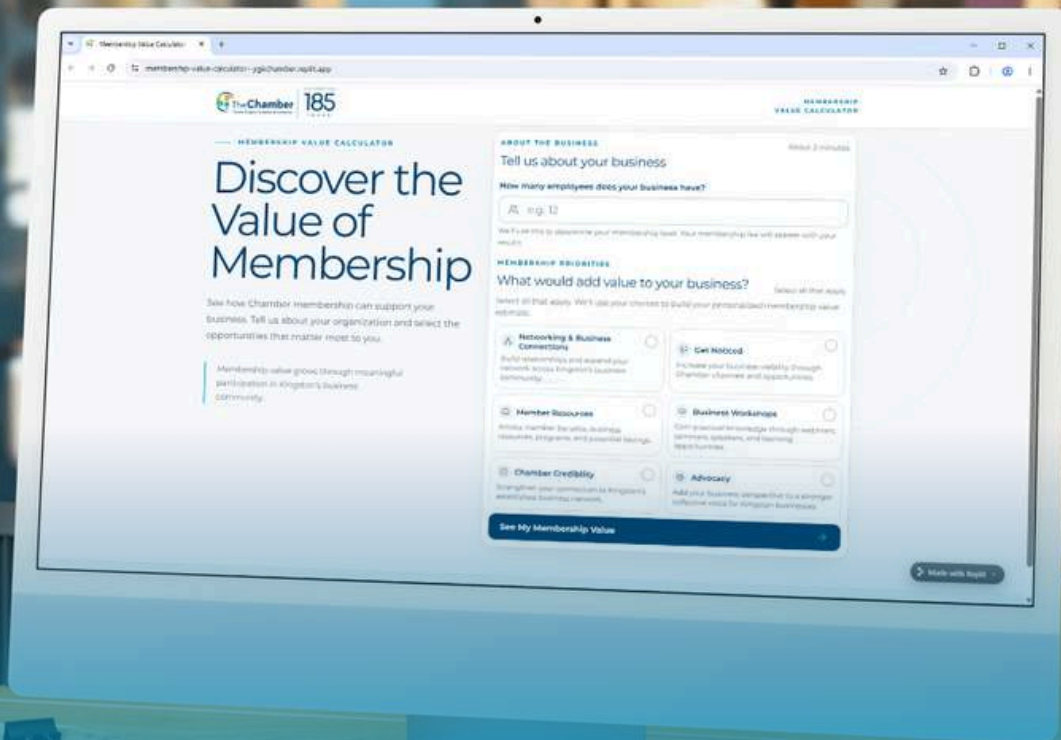
**Karen Cross**  
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Officer



**Vitor Brumatti**  
Communications, PR &  
Member Experience  
Specialist



**Zerman Khan**  
Business Development  
& Member Success



# See the Value of Chamber Membership!

Wondering if Chamber membership is right for your business? Find out in minutes.

Try our new Membership Value Calculator and see what Chamber membership could mean for your business. Select the opportunities that matter most to you, from connections and visibility to professional development, resources and advocacy, and get a personalized estimate of the value available to your business.

See the value of your membership and discover benefits you may not be using yet.

**Try the Calculator**

# Here's what our members have to say:

## **“The connections are invaluable.”**

Since joining the Greater Kingston Chamber of Commerce in 2016, we have participated in most of the morning/evening network events, many of the day-time events and sponsored select opportunities as well. The exposure to Kingston businesses and ability to talk face to face in a friendly environment has contributed to both creating greater awareness for Allegra Kingston and to our continued YOY growth that has occurred. We look forward to working with the great team at the Chamber in 2027

—**Ron Masotti, Allegra**

## **“The Chamber gives small businesses a stronger voice.”**

Daft Brewing has been a member of the Greater Kingston Chamber of Commerce for years. Through the Chamber's efforts, our business has directly benefited financially to a degree that far exceeds the cost of membership. The Chamber recently assisted in advocating for our industry to update its archaic taxation structure. In part, due to the Chamber's advocacy, networking, and correspondence, the government finally committed to updating a taxation system that has burdened our industry for years. Our investment in being members of the Chamber has paid itself back 10 times, and I strongly believe that we will continue to benefit in a variety of ways throughout the lifetime of our business.

— **Adam Rondeau, Daft Brewing**

## **“You get the most value when you get involved.”**

Since joining the Chamber, I've been genuinely struck by how willing people are to share their time, experience, and connections. I've had people make introductions, answer questions, offer perspective, and help me navigate decisions as I grow Loyalist Concierge Co. That support has had a real impact on how I'm building the business, and it's why I tell every new business owner I meet that a Chamber membership is worth having.

— **Amanda Babcock, Loyalist Concierge Co.**

# a message from the Board Chair



Hello fellow members,

It has been a busy few months at the Chamber! From another successful Chamber Golf Classic (the only thing unsuccessful was my golfing) to celebrating Women in Business, Chamber on Tap and Coffee & Connections, it has been great to see so many people connecting and supporting one another.

We were fortunate to welcome Candace Laing, President and CEO of the Canadian Chamber of Commerce, to Kingston. Having a national business leader here to talk about the challenges and opportunities facing Canadian businesses was a reminder that, while our Chamber is very much rooted in Kingston, we are also part of a much larger business community. We also had Daniel Tisch, the President and CEO of the Ontario Chamber of Commerce, come to our city for a lunch with Chamber members.

Next week, I will be joining the Chamber team at the Canadian Chamber of Commerce AGM and Convention in Victoria, BC. I look forward to meeting Board members from other Chambers across the country and hopefully bring home a few new ideas that can benefit our members. Also, I heard Victoria a great place to run so I plan on taking full advantage of this if I get up early enough. There's a 50/50 chance this will happen.

As we look toward the next three months and the beginning of 2027, there is lots to be excited about. We'll continue creating opportunities to connect, strengthening the value of membership and advocating for the issues that matter to Kingston businesses. And speaking of which, in between now and then, renewals for Chamber membership will be sent out so please get that done early!

And, on the home front, our municipal election is this Monday. The Chamber has worked to help our business community stay informed and engaged throughout the election, including hosting a Coffee & Connections where members had the opportunity to meet the municipal candidates. Whatever issues matter most to you and your business, I hope you'll take the opportunity to get out and vote!

Let's go YGK!

## **BRIAN HOPE**

2026-2027 Board Chair  
Regional Director of Sales, Diamond  
Hotels Management Inc.

# BOARD OF DIRECTORS



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[Chair]

Regional Director of  
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Inc.



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Director of  
Construction & Real  
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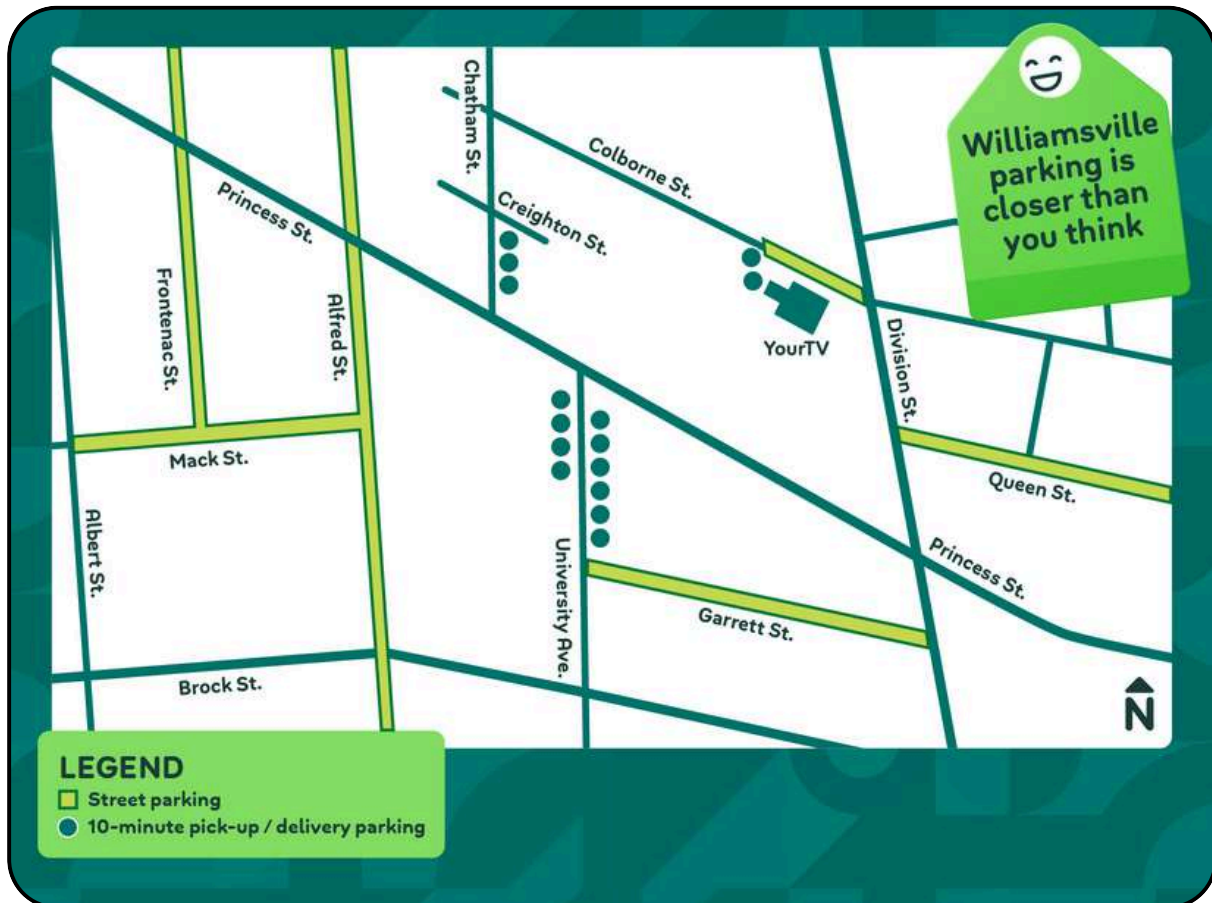
Founder & CEO, R5  
Innovations

# Support Local. Shop Williamsville.

Local businesses are open and ready to welcome you! Great news for Williamsville! Even more additional parking is now available, making it easier to stop by, shop, dine, and support your favourite local businesses during construction.

In addition to the 10-minute street parking on the east side of Chatham Street and the two 10-minute parking spaces made available with the support of Cogeco YourTV, more parking options are now available for customers visiting the area.

Every visit and every purchase makes a difference. By shopping, dining, and using local services, you're helping Williamsville businesses continue to thrive and stay strong during construction. Thank you for continuing to support local!



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# There's a farm on Princess Street:

*Here's what it means for Kingston business.*

There's a farm on Princess Street growing kale in February. Chances are you've driven right past it.

Most of us never think about how food gets to our plates. The system works so well behind the scenes we only notice it when it breaks.

What makes it work is something even more invisible: infrastructure.

You can grow food. You can store food. You can deliver food. You can eat food. What connects all these steps in our supply chain is the infrastructure.

The businesses that participate in the invisible fabric of people's lives know this intimately - construction, transportation, even drain tile under agriculture fields. If you're doing your job well, no one is noticing.

At Growcer, we build food resilience infrastructure. It's a wordy way to say we build things (modular buildings) that grow, store and process local food.

Resilience simply means having the food we need, when we need it.

That farm on Princess Street is one of ours, and it's a good example of how business, government, and non-profits can come together to build a local food chain that is resilient.

The modular indoor farm grows fresh produce - lettuces, spinach, kale, bok choy - 365 days a year and is designed by Growcer and manufactured by Kingston's own Modern Niagara.

It sits at 945 Princess St., with rent and utilities generously subsidized by Modern Niagara.

All the produce gets donated to Partners in Mission Food Bank, which runs a grocery store model so Kingston families in need can shop with dignity. Since its launch, the farm has harvested more than 5,500 lbs of fresh greens for local families.

This donation model is made possible by a contribution from RBC and a portion of parking ticket revenue - under the pilot program Fines for Food - from the City of Kingston. Yes, you read that right. That parking ticket you got when you swore your errand would only take five minutes? Part of it is putting fresh greens on local tables.

And it isn't a one-off. The same farm can serve an employer cafeteria, a long-term care home, a school or a campus. Through our Farming-as-a-Service (FaaS) model, an organization can get a working farm without buying one outright.

This is where you come in. Can you store, process, or grow food? Deliver it, package it or market it? Fund a pay-it-forward program that lowers the cost barrier to fresh food? What about volunteer power or in-kind donations like utilities, land, or even fridge space? Get creative. Get talking.

As business leaders, you know what it means to build something. What you don't know is where there's an opportunity for you to be that missing puzzle piece in someone's local food vision.

Want to see it for yourself? We'd love to show Chamber members around the Princess Street farm. Reach out to me at [oliver@growcer.com](mailto:oliver@growcer.com).



**Oliver Betz-Fletcher**  
*Managing Director, Growcer Fund at Growcer*

# The New AI Advantage:

## *Understanding Your Customers*

Here's a controversial take on AI: Most business owners don't need to learn more about AI. They need to learn more about their customers. If you own a business, you probably have enough to keep up with already. The last thing you need is someone telling you that you now have to become an artificial intelligence expert, as well.

We are here to tell you that you don't have to be. One of the biggest misunderstandings about AI is that adopting it means understanding everything about the technology. The more important question is much simpler: How is AI changing the way my customers behave, and where can it make my business stronger? Customers can now ask: "I'm looking to renovate my kitchen in Kingston.

I want to open up the space, replace the cabinets and countertops, but I'm not sure whether I need a general contractor or separate trades.

Who should I talk to?" The customer isn't searching for "Kingston general contractors."

They're describing a project, a problem and what they're trying to accomplish. AI can help them make sense of what they need and potentially identify businesses that fit.

People are asking AI to research, compare, summarize, recommend and explain before they ever speak to a business. This matters because it changes the relationship between customers and businesses, however customer discovery is only one part of the story.

AI can also strengthen what happens inside a company and how customers move through the sales pipeline. It can help teams organize information, reduce repetitive work, improve communication, analyze data, respond to common questions and give employees tools to spend more time on higher-value work, for any business that can be significant.



The goal isn't to replace the people who make the business successful, it is to give those people better tools. This is where I think business owners should approach AI differently.

There is a lot of pressure right now to adopt the newest tool, automate everything and "use AI" simply because everyone else is doing it.

Although technology is only useful when it solves a real problem. Your business needs to understand where customers are changing, where employees are spending unnecessary time, where opportunities are being missed and where better information could lead to better decisions.

Then AI can become a tool for strengthening those areas. That may mean experimenting internally, it may mean changing how customers find the business and it may mean improving an existing process rather than replacing it. Sometimes, it may mean deciding that AI isn't the right solution at all.

The businesses that navigate this AI shift well won't necessarily be the ones using the most AI, they will be the ones that understand their customers, know their strengths and use emerging technology thoughtfully to make both stronger.

You don't need to become an AI expert, you just need to understand what is changing and how you can continue to support your customers.



**Alexia Burke & Matthew Andrews**  
**Founders of Seekly**

# Unlocking the Potential of Francophone and Bilingual Talent

After several decades serving the Kingston community, ACFOMI has launched a new federally funded program called Career Connection. Its mission is to support employers across the region in recruiting, integrating and retaining bilingual talent while improving access to employment for Francophones in a linguistic minority setting.

For many organizations, finding qualified candidates remains one of the most pressing business challenges. At the same time, the Kingston region has a significant bilingual population, with 13.4% of residents reporting knowledge of both English and French, according to the 2021 Census. These Francophone and bilingual job seekers represent an often-underutilized talent pool that can help organizations strengthen their workforce, improve customer service and better respond to the needs of diverse communities.

Hiring bilingual employees can offer benefits that extend beyond language capacity. Bilingual staff can improve communication with clients, contribute diverse perspectives to the workplace and help organizations build a stronger reputation for inclusivity and accessibility.

## TALENT INSIGHT

If you are looking to attract bilingual candidates, don't simply add "bilingualism required" to the bottom of a job posting. Be clear about why French is important to the role and how the employee will use their language skills. Consider highlighting opportunities to serve Francophone clients, work with French-speaking colleagues or contribute to bilingual services. A clear connection between the language requirement and the role can help candidates understand the value of their skills and see themselves as part of your organization.

As businesses compete for talent in a tight labour market, creating pathways to attract and retain bilingual candidates can provide a valuable competitive advantage.

Career Connection provides free, tailored support to employers at every stage of the employment cycle. Our team can assist with defining candidate profiles, adapting interview processes and broadening recruitment networks to help employers reach Francophone and bilingual candidates.

Our support does not end once a candidate is hired. Successful recruitment is closely tied to successful integration and retention. We work with employers to develop onboarding plans, explore language-pairing opportunities and implement inclusive workplace practices that help new employees thrive. We can also provide guidance on performance evaluation practices that promote fairness and long-term employee engagement.

Partnering with Career Connection is simple, and our employer services are offered free of charge. Employers begin by registering for services and meeting with our team to discuss their workforce needs. From there, we provide tailored support and ongoing follow-up to help achieve recruitment and retention goals.

Whether your organization is looking to fill immediate vacancies, improve bilingual service capacity or develop a more inclusive workforce strategy, Career Connection is here to help.

Together, we can strengthen our region's workforce while creating meaningful opportunities for Francophone and bilingual talent.

To learn more about how Career Connection can support your organization, contact our team today.

This project is funded by the Government of Canada through the Federal Economic Development Agency for Southern Ontario (FedDev Ontario). Agence fédérale de développement économique pour le Sud de l'Ontario

Financé par l'Agence fédérale  
de développement économique  
pour le Sud de l'Ontario

Funded by the Federal  
Economic Development  
Agency for Southern Ontario

Canada



**Mel Gosselin**  
***Employer Liaison - Association canadienne-française  
de l'Ontario, Conseil régional des Mille-Îles (ACFOMI)***

# Why Replacing Your Windows and Doors Is One of the Best Investments for Your Kingston Area Home

Before preparing to sell a house, many Kingston homeowners immediately think about fresh paint, landscaping, or decorating the interior. While these revisions can certainly make an impact, one of the best investments to make before selling your home is replacing outdated windows and doors.

For homeowners throughout Kingston and the surrounding region, including Gananoque, Napanee, Belleville, and the South Frontenac region, investing in new windows and doors can dramatically improve curb appeal, increase energy efficiency, and help buyers see your property as well cared for from the moment they arrive.

## **First Impressions Start at the Front Door**

The front entry door is often the first feature prospective buyers notice. An aging, faded, or damaged front door can suggest that the rest of the home may also require updates, and make the buyer less interested.

Installing a new entry door offers an improved visual impact while also enhancing insulation and security. For many buyers looking for a house in Kingston, Belleville or Greater Napanee, a stunning front entry door creates confidence before they even set foot in the home.

## **The Impact of New Windows**

Windows impact nearly every aspect of a home's appearance and performance, including natural light, interior comfort, curb appeal, and overall energy efficiency.

If not maintained, older windows may develop issues such as letting in drafts, condensation, rotting wood frames and difficulty opening or closing. Replacing aging windows with modern, energy efficient models can completely transform a property.

Inside, larger glass windows and updated frame styles allow more natural light into the home. This creates brighter and more inviting rooms that look visually appealing, both in person and in photographs. Outside, matching window styles provide a clean, cohesive appearance that immediately modernizes the home and increases curb appeal.



### **The Importance of Energy Efficiency**

With utility costs continuing to rise, buyers are placing greater value on homes that already have energy efficient windows and doors. These help reduce heat loss during Kingston winters while minimizing unwanted heat gain throughout the summer. Multi-pane glass, Low-E coatings, insulated frames, and advanced weatherstripping are just a few features that lead to improved performance.

#### **Choosing the Right Windows & Doors Matters**

Many people believe that all windows are “basically the same”, but that couldn't be further from the truth. There are many options to choose from, including casement, awning, single-hung and double-hung windows. For doors, there are a variety of different materials used, such as aluminum, wood and fibreglass.

When replacing windows or doors, homeowners should consider multiple factors, including energy efficiency ratings, frame materials, glass options and long-term durability. Working with experienced installers in the Kingston region helps ensure products perform as intended while maintaining manufacturer warranties.

### **Final Thoughts**

Real estate is about helping buyers envision themselves in a home, and every detail contributes to that final buying decision. As mentioned before, modern windows and doors enhance curb appeal, improve energy efficiency, increase comfort, and show that a property has been cared for over time. Whether you're selling a family home in Kingston or a property in South Frontenac, updated windows and doors play an important role in showcasing a property's full potential and helping it stand out in a competitive market.



**Leslie Langdon,**  
**VP Marketing and Business Development**  
**at The Window Centre of Kingston**

# It's Time To Travel

With  **The Chamber**  
Greater Kingston Chamber of Commerce

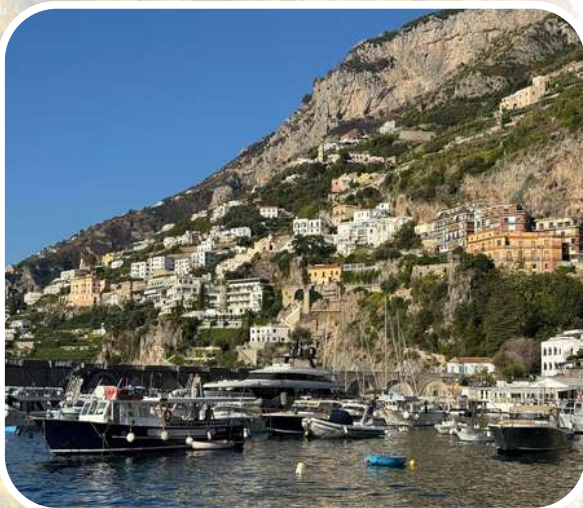
## South of Italy 2026

### Discover the World with the Chamber!

Great destinations. Wonderful company.  
Unforgettable experiences.

What an incredible adventure! Our recent Chamber trip to Southern Italy was filled with breathtaking scenery, delicious food, wonderful friendships and memories to last a lifetime!

The best part of travelling with the Chamber? We take care of the details so you don't have to!



You've worked hard for your vacation, so let us handle the planning, accommodations, transportation and excursions while you relax and enjoy every moment.

Whether travelling with friends, a partner or on your own, Chamber travel is a wonderful way to explore the world and make new connections.

Enjoy a glimpse of our Italian adventure through these photos!

Where will we take you next? Stay tuned!

# It's Time To Travel

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Greater Kingston Chamber of Commerce

## South of Italy 2026



## ONTARIO CHAMBER PRESIDENT MEETS WITH KINGSTON BUSINESS LEADERS

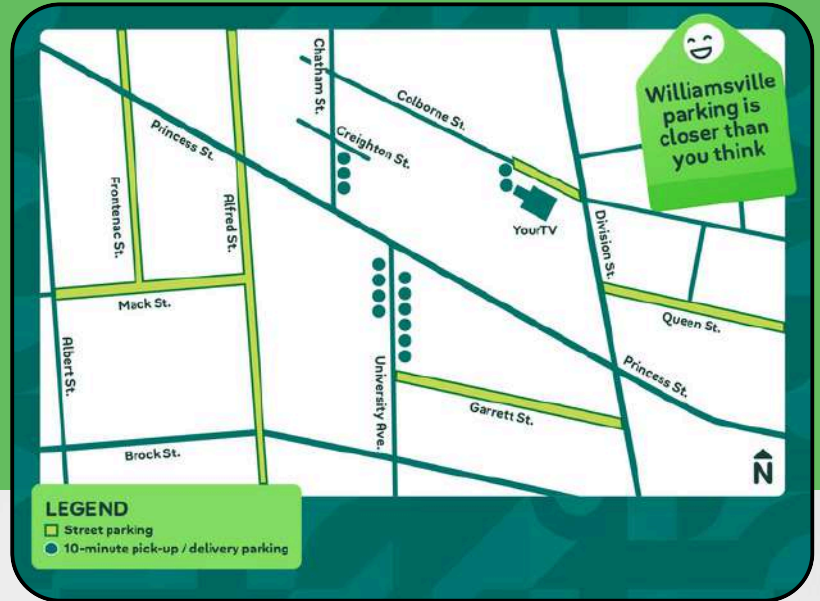
## STRENGTHENING ONTARIO'S CHAMBER NETWORK



Zermaan Khan, Director of Business Development and Member Success, represented the Greater Kingston Chamber of Commerce at the 2026 CCEO Fall Conference in St. Thomas. The conference brought Chamber professionals from across Ontario together to exchange ideas, share best practices, and explore new approaches to strengthening Chambers and delivering greater value to their business communities.

# SUPPORT LOCAL. SHOP WILLIAMSVILLE.

Following a July survey of Williamsville businesses impacted by construction on Princess Street, the Chamber worked with the City of Kingston to address concerns around access and parking. Additional parking options are now available in the area, supporting the Chamber's ongoing efforts to reduce construction impacts and encourage the community to continue shopping, dining, and supporting Williamsville businesses.



# SUPPORTING BUSINESSES THROUGH TARIFF UNCERTAINTY

## Federal Tariff Support for Canadian Businesses

Resources to help businesses and workers respond to U.S. tariffs

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As businesses navigate the impacts of U.S. tariffs and changing trade conditions, the Chamber continues to connect Kingston businesses with available programs, resources, and support. This work includes sharing information on government assistance, collaborating with the City of Kingston and partner organizations on local initiatives, and advocating for measures that help businesses adapt, diversify, and remain resilient.

# City Council

## Advocating for Kingston's Business Community in 2026

### The Chamber's Statement on City Council Decisions (June – August 2026).

Between June and August 2026, Kingston City Council considered 32 decisions related to issues of importance to Kingston's business community, including urban development and infrastructure, housing and affordability, economic development and workforce, sustainable growth and environmental policy, and governance and strategic planning. Collectively, these decisions demonstrate Council's continued role in shaping the conditions for investment, business competitiveness, community development, and sustainable long-term growth across Kingston.

To support transparency for our members, the Chamber continues to apply a simple classification system when reviewing Council decisions. Measures that support business growth, economic competitiveness, investment, and Kingston's long-term prosperity are identified in **green**. Items with mixed or uncertain impacts, or those requiring further monitoring, are noted in **yellow**. Decisions that conflict with business priorities or risk undermining Kingston's economic environment are identified as **red**.

During this reporting period, the Chamber reviewed 32 Council decision topics, all of which were classified as green, reflecting alignment with priorities that support Kingston's business community and local economy. Some matters included multiple recorded motions or amendments, resulting in 35 individual recorded votes used to assess Council members' voting records. No decisions reviewed during this period were classified as yellow or red.

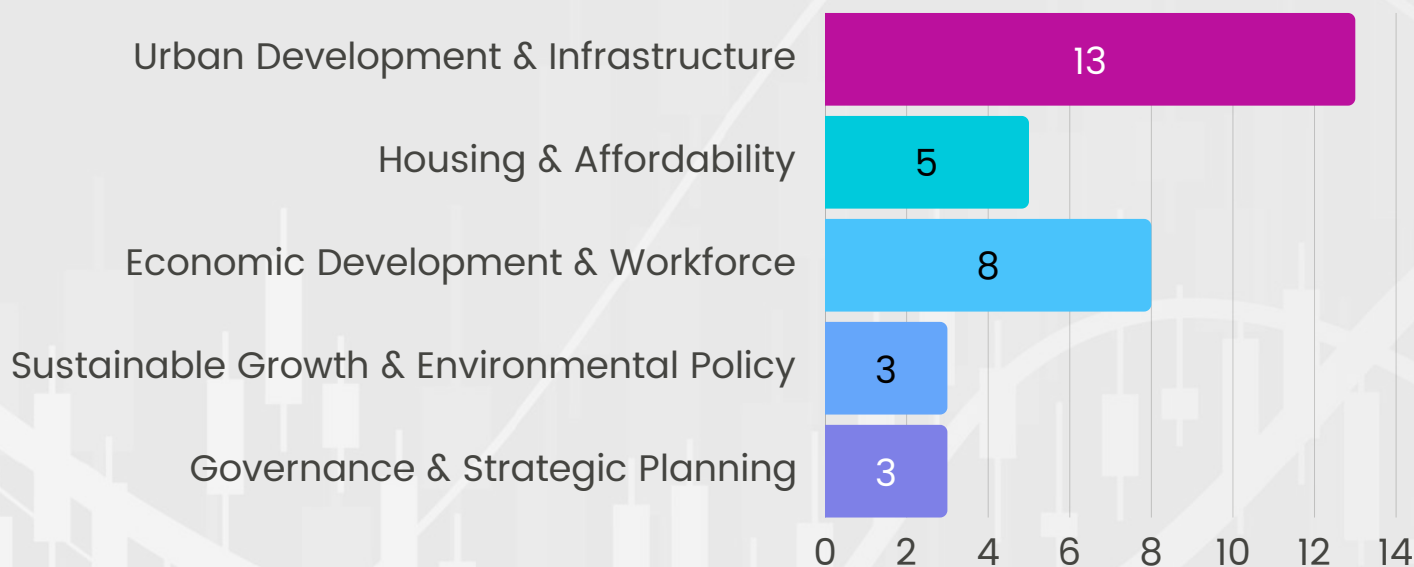
Several decisions advanced development and infrastructure across Kingston, including zoning and Official Plan amendments, strategic property acquisitions, recreation facility planning, parking policy, and municipal infrastructure initiatives. Council also advanced housing priorities through investments in affordable housing, support for modular housing, a proposed reduction in residential development charges, and the commitment of municipal land for future non-market housing.

Economic development and workforce considerations were also reflected in decisions related to municipal procurement, brownfield redevelopment, transportation services, community and arts investment, strategic property acquisition, and workplace safety. Environmental and sustainable growth initiatives included funding related to Lemoine Point Farm, the reallocation of Green Standard program funding, and consideration of stronger waste diversion practices at large municipal events.

Taken together, the June to August decisions represent a positive period of policymaking that aligns with the Chamber's priorities for Kingston's business community while supporting broader housing, infrastructure, community, and environmental objectives. The Chamber recognizes Council's work to advance policies that encourage investment, strengthen municipal services, support responsible growth, and contribute to Kingston's long-term economic competitiveness.

As the voice of Kingston's business community, the Chamber will continue to monitor City Council decisions, engage with decision-makers, and advocate for policies that ensure Kingston remains a strong place to do business, invest, and grow.

## The business issues most discussed and voted on by the City Council from June to August 2026



## Breakdown of topics discussed by the City Council from June to August 2026

### Urban Development & Infrastructure

- **June 2 | Confederation Basin waterfront amenities and commercial water park.** Advanced waterfront amenities and future commercial water park opportunities.
- **June 2 | Development at 3119 and 3123 Princess Street.** Approved zoning amendments allowing the proposed development to proceed.
- **July 7 | Municipal land sales and development agreements.** Approved a land sale and agreement supporting a new City owned park.

- **July 7 | Aquatic and wellness centre development.** Advanced the aquatic centre project and additional servicing connections.
- **July 7 | Recreation facilities and partnership opportunities.** Advanced planning for major recreation facilities and future partnerships.
- **July 7 | Development at 235–247 Portsmouth Avenue.** Approved zoning amendments allowing the proposed development to proceed.
- **July 7 | Development at 1575 Westbrook Road.** Approved Official Plan and zoning amendments for the proposed development.
- **July 7 | On street parking and enforcement review.** Directed a review of parking, curb space, accessibility and enforcement policies.
- **August 11 | Parking bylaw amendments.** Approved amendments implementing new municipal parking regulations.
- **August 11 | Development at 55 Cataraqui Woods Drive.** Approved Official Plan and zoning amendments for the proposed development.
- **August 11 | Proposed development at 4 York Street refused.** Refused the zoning amendment application for the proposed development.
- **August 11 | Development at 686 Centennial Drive deferred.** Deferred development applications pending resolution of technical comments.
- **August 11 | Municipal use of high performance aggregates.** Directed a review of local aggregates for future municipal road construction.

## Housing & Affordability

- **June 16 | Financial amendments and housing investment.** Approved funding for homeownership and several affordable housing projects.
- **June 16 | Residential development charge reduction application.** Supported an application to reduce residential development charges by 30%.
- **July 7 | Modular affordable housing at 367 Gore Road.** Approved land sale for a modular development with five affordable units.
- **August 11 | Site plan review for 367 Gore Road.** Referred the residential site plan application to the Planning Committee.
- **August 11 | Municipal land for non-market housing.** Committed municipal property to support future non-market housing.

### Economic Development & Workforce

- **June 2 | Brownfield tax rebates for 223 Princess Street.** Approved tax incentives supporting remediation and redevelopment of the site.
- **June 16 | Municipal Buy Ontario procurement requirements.** Updated municipal procurement policy to meet Buy Ontario requirements.
- **July 7 | Venue management and corporate naming rights.** Extended venue management and approved a new corporate naming agreement.
- **July 7 | Passenger transportation regulation.** Adopted new regulations for taxis and passenger transportation services.
- **August 11 | Strategic property purchases on Highway 2.** Approved strategic property acquisitions on Highway 2 for \$6.35 million.
- **August 11 | Community Investment Fund grants.** Approved \$80,000 in grants supporting community organizations and projects.
- **August 11 | City of Kingston Arts Fund grants.** Approved \$567,170 in grants supporting arts, festivals and cultural activity.
- **August 11 | Workplace safety enforcement and training.** Called for stronger training and enforcement related to workplace safety.

### Sustainable Growth & Environmental Policy

- **June 2 | Lemoine Point Farm funding.** Approved capital and operating funding to secure and maintain the property.
- **August 11 | Green Standard program funding reallocation.** Redirected Green Standard funding toward housing and future green programs.
- **August 11 | Waste diversion requirements for special events.** Directed a study of waste diversion requirements for large City events.

### Governance & Strategic Planning

- **June 16 | Water and wastewater corporate governance.** Endorsed a publicly owned corporation model for water and wastewater services.
- **June 16 | Purchase and resale of 158 Patrick Street.** Authorized a conditional property purchase for resale to an institutional user.
- **August 11 | Community harm reduction and public safety funding.** Approved funding for six community harm reduction and public safety pilots.

# Voting records between June and August 2026 on business issues



**MAYOR BRYAN PATERSON**  
Mayor



**COUNCILLOR GARY OOSTERHOF**  
District 1, Countryside



**COUNCILLOR PAUL CHAVES**  
District 2, Loyalist-Cataraqui



**COUNCILLOR LISA OSANIC**  
District 3, Collins-Bayridge



**COUNCILLOR WENDY STEPHEN**  
District 4, Lakeside



**COUNCILLOR DON AMOS**  
District 5, Portsmouth



**COUNCILLOR JIMMY HASSAN**  
District 6, Trillium



**COUNCILLOR BRANDON TOZZO**  
District 7, Kingscourt-Rideau



**COUNCILLOR JEFF MCLAREN**  
District 8, Meadowbrook  
-Strathcona



**COUNCILLOR VINCENT CINANNI**  
District 9, Williamsville



**COUNCILLOR CONNY GLENN**  
District 10, Sydenham



**COUNCILLOR GREGORY RIDGE**  
District 11, King's Town



**COUNCILLOR RYAN BOEHME**  
District 12, Pittsburgh

## In Favour

## Against

## Absent

|    |   |    |
|----|---|----|
| 33 | 2 | 0  |
| 34 | 1 | 0  |
| 33 | 2 | 0  |
| 30 | 5 | 0  |
| 33 | 2 | 0  |
| 33 | 1 | 1  |
| 14 | 1 | 20 |
| 32 | 2 | 1  |
| 31 | 4 | 0  |
| 33 | 2 | 0  |
| 22 | 2 | 11 |
| 34 | 1 | 0  |
| 31 | 1 | 3  |

# CHANGING THE GAME:

## REFER A BUSINESS TO WIN

Know someone who should be part of The Chamber? **Invite them to join!**

Each new member strengthens our local business network and creates more opportunities for everyone, including you.

Refer a member and enjoy a **free week of advertising** on our website and in our newsletters.

**It's simple: Refer. Reward. Repeat.**



CELEBRATING

**185**  
YEARS

 [info@kingstonchamber.ca](mailto:info@kingstonchamber.ca)

 613-548-4453

# Connect



CHAMBER  
GOLF CLASSIC

Sep. 14th,  
2026



connect



Monthly

**COFFEE & CONNECTIONS**  
*with the Chamber*



**Chamber  
on tap**



Monthly



we are kingston!

CELEBRATING  
*Women*  
IN BUSINESS

Sep. 17th,  
2026

connect

THE PINNACLE  
AWARD



# CELEBRATING THE BUSINESSES POWERING OUR 2026 PROGRAMMING!

THANK YOU FOR YOUR CONTINUED SUPPORT AND COMMITMENT  
TO STRENGTHENING KINGSTON'S BUSINESS COMMUNITY.



# **KINGSTON BUSINESS AWARDS 2027**

**SAVE THE DATE!**  
**AWARDS**  
**CEREMONY**  
MAY 20, 2027

# Partnership Opportunities 2027

## COMING SOON!

A programming  
with unique  
opportunities to  
promote your brand!

Expand your  
network and achieve  
your business goals  
for 2027.

Highlight your  
business to the  
entire Kingston  
community

## Stay connected!



613-484-3334



info@kingstonchamber.ca



www.kingstonchamber.ca



**The Chamber**  
Greater Kingston Chamber of Commerce

CELEBRATING

**185**  
YEARS

# Grand Openings

## Grand Opening



📍 945 Princess St, Kingston, ON (Modern Niagara)  
🌐 <https://www.thegrowcer.ca/>  
☎ (613) 686-4871

## Grand Opening



📍 6-1117 Midland Avenue, Kingston, ON  
🌐 <https://mirchieh.ca/>  
☎ (613) 305-3309

# New Members

*July, August & September 2026*

## **Alto**

[www.altotrain.ca](http://www.altotrain.ca)

## **Anita Coffee Cart**

[www.anitacoffeecart.com](http://www.anitacoffeecart.com)  
(226) 235-2562

## **Auger Hollingsworth Accident & Injury Lawyers**

[ahinjurylaw.com/kingston-personal-injury-lawyers](http://ahinjurylaw.com/kingston-personal-injury-lawyers)  
(613) 233-4529

## **Big mini Bins**

[bigminibins.com](http://bigminibins.com)  
(613) 985-2467

## **Blindspot Agency**

[blindspotagency.com](http://blindspotagency.com)  
(647) 404-3626

## **Bombay Velvet**

[bombay-velvet.ca](http://bombay-velvet.ca)  
(613) 483-7378

## **Brand With Brooke**

[brandwithbrooke.com](http://brandwithbrooke.com)  
(705) 977-2355

## **Canine Estates**

(343) 507-1739

## **Canyon Logics**

[www.canyonlogics.com](http://www.canyonlogics.com)  
(613) 483-1363

## **CI Assante - The Southall Group**

[laurasouthall.com](http://laurasouthall.com)  
(613) 877-3992

## **Coventry Transportation**

[coventrytransportation.ca](http://coventrytransportation.ca)  
(905) 468-7727

## **Design On Kingston**

[www.designonkingston.ca](http://www.designonkingston.ca)  
(613) 318-4466

## **Deveau Law**

[deveaulaw.ca](http://deveaulaw.ca)  
(613) 483-8115

## **Gardiners Road Animal Hospital**

[www.grahkingston.com](http://www.grahkingston.com)  
(613) 634-5838

## **Grant Scout**

[grantscout.ca](http://grantscout.ca)  
(250) 859-0242

## **L'Amour Catering**

[www.lamourcateringcakes.com](http://www.lamourcateringcakes.com)  
(613) 583-0885

## **Lighthouse Dental Kingston**

[www.kingston.lighthousedental.ca](http://www.kingston.lighthousedental.ca)  
(613) 777-5151

## **Limestone Learning Foundation**

[llf.limestone.on.ca](http://llf.limestone.on.ca)  
(613) 544-6925 Ext. 31210

## **Mimex**

[www.mimexinc.com](http://www.mimexinc.com)  
(438) 773-2323

## **Mirchi Eh!**

[mirchieh.ca](http://mirchieh.ca)  
(613) 305-3309

## **Natural Route Health**

[www.natural-route.com](http://www.natural-route.com)  
(613) 767-6982

## **Order of Work Corp.**

[orderofwork.com](http://orderofwork.com)  
(613) 887-3370

## **Persephone Demeter Management Consulting**

[persephonedemeter.ca](http://persephonedemeter.ca)  
(613) 883-3956

## **Pizza Pizza**

[www.pizzapizza.ca/restaurant-locator/ontario/kingston/414-princess-street](http://www.pizzapizza.ca/restaurant-locator/ontario/kingston/414-princess-street)  
(613) 531-2751

## **Proxmox North America Inc**

[proxmox.com](http://proxmox.com)

## **Scout Clean Energy**

[www.scoutcleanenergy.com](http://www.scoutcleanenergy.com)  
(416) 728-0213

## **Signalstay Inc**

(613) 572-1442

## **Sonder Coworking & Events Inc.**

[www.sondercoworking.ca](http://www.sondercoworking.ca)  
(613) 929-9683

## **strategyFive Group Inc. (S5)**

[www.strategyfiveinc.com](http://www.strategyfiveinc.com)  
(613) 484-4982

## **The Construction Estimator**

[TheConstructionEstimator.ca](http://TheConstructionEstimator.ca)  
(647) 515-4230

## **The Growcer Inc**

[www.thegrowcer.ca](http://www.thegrowcer.ca)  
(613) 686-4871

we are kingston!

Has your employee  
benefits plan evolved?  
Is it time for a second  
opinion?

## Chambers Plan Employee Benefits



## Real benefits for your business

**The employee benefits of tomorrow, today.** Simple to use, but strong on features, **Chambers Plan** is trusted by more than 30,000 businesses. Every plan includes convenient access to free, world-class services that support the health of your business and the well-being of your employees.



### Stable rates

You are not alone. Chambers Plan connects over 30,000 Canadian businesses to help everyone's premiums remain manageable and predictable. **Chambers Plan's** average renewal over the last decade has been 3.9%.



### Business Assistance Services

You don't need to be an expert in everything. Every Plan includes free access to professional accounting, legal and human resource experts, who understand the challenges business owners face, along with an extensive library of HR materials.



### Simple and easy

Our online administration tool, *my-benefits*®, lets you manage your benefit program with quick set-up, easy-to-use forms, and simple administration. Your employees can also go online or use our mobile app to review their coverage and usage, and to submit their claims.



### Tailored to team members

Chambers Plan Health Spending Accounts can add flexibility to your benefits program, providing your employees support with their unique health and dental costs. It meets their needs and expectations while keeping you in control of your costs.



### 24-Hour medical support

All Chambers Plans Extended Health options include access to Teladoc® telemedicine services at no additional cost. Your employees can consult with a certified physician on non-urgent medical issues within one hour, 24/7, anywhere in Canada and the U.S.



### All the essentials, and so much more

**Chambers Plan** includes all employee benefits you expect from health to disability and dental to critical illness. But additionally, your employees gain access to Teladoc Medical Experts, and you get access to resources and telephone advice for HR, legal, and financial decisions.

For more information, or to request a quote, please visit [ChamberPlan.ca](https://ChamberPlan.ca).



# THIS IS US



CELEBRATING  
**185**  
YEARS

## Influence

- 1 Access to all three levels of government
- 2 Your voice in action—advocating for a thriving business community

## Connect

- 3 Offer 60+ unique engagement opportunities annually
- 4 Increase your brand visibility

## Support

- 5 Provide relevant business resources and tools
- 6 Contribute to building the unique local economy



*Working for Kingston businesses since 1841*

# Expand Your Brand's Reach

Capture the attention of Kingston's most influential audience and expand your impact across businesses and consumers.

| Digital Channel                                                                                       | Key Metrics                                                    |
|-------------------------------------------------------------------------------------------------------|----------------------------------------------------------------|
|  <b>Website</b>      | 79K+ page views • 23k users<br>• 223,800+ event views          |
|  <b>LinkedIn</b>     | 94K+ impressions • 2,360 reactions                             |
|  <b>Facebook</b>   | 160,800 views • 2,100 interactions<br>• 808 link clicks        |
|  <b>Instagram</b>  | 59K views • 16K reach<br>• 1,200 interactions • 51 link clicks |
|  <b>Newsletter</b> | 2K+ subscribers • 41% open rate                                |

**Contact  
our team!**



613-548-4453



[info@kingstonchamber.ca](mailto:info@kingstonchamber.ca)



[www.kingstonchamber.ca](http://www.kingstonchamber.ca)