



April 13, 2026

County Council
County of Middlesex
399 Ridout Street North
London, ON N6A 2P1

Dear County Council,

RE: Updated Application – County of Middlesex Economic Development Loan Program Glencoe Business and Industrial Park Servicing Project

On behalf of the Council of the Municipality of Southwest Middlesex, we would like to thank the County for its existing loan support through the Economic Development Loan Program. This partnership has been instrumental in advancing the Glencoe Business and Industrial Park Servicing Project and a shared priority of expanding serviced industrial land within the region.

We are writing to provide an update to our approved 2025 application and to request consideration of an updated loan amount based on revised project costs.

Since approval, the Municipality has advanced the project through detailed design and tendering. Through the tendering process, construction costs were confirmed to be higher than originally estimated, reflecting current market conditions, contractor pricing, and overall construction cost trends. In response, staff worked with our consulting engineer to identify cost-saving opportunities, including a design modification to convert a portion of the storm infrastructure to an open ditch configuration, resulting in savings of approximately \$340,924.25.

Prior to bringing the tender results and updated financial strategy forward to Southwest Middlesex Council, staff consulted with the County to confirm the ability to apply for an

updated loan amount based on revised project costs. At its April 8, 2026 meeting, Southwest Middlesex Council considered the tender results and awarded the contract based on the revised scope of work at a cost of \$2,411,620.60, resulting in an updated total project cost of approximately \$2.88 million, compared to the original estimate of \$2.75 million.

Southwest Middlesex Council reaffirmed its commitment to advancing this project and directed staff to submit an updated request to the County, as outlined in the following resolution:

Whereas the Municipality of Southwest Middlesex is proceeding with the Glencoe Business and Industrial Park Servicing Project as a priority economic development initiative;

And whereas tender results for the project have identified increased construction costs, resulting in updated total project costs and the need to adjust the approved financing strategy;

And whereas the County of Middlesex has indicated support for economic development projects through its loan program and confirmed the Municipality may apply for an updated loan amount based on increased total project costs;

Therefore be it resolved that Council direct the Chief Administrative Officer to submit an application to the County of Middlesex for an updated loan amount reflecting up to 25% of the total project cost.

Based on the updated project cost, the Municipality is requesting that the County consider increasing its loan contribution to align with 25% of the revised total project cost, consistent with program parameters:

- **Original County Loan (approved):** \$687,500
- **Requested Updated Loan:** \$751,350.50
- **Increase Requested:** \$63,850.50

This adjustment will allow the Municipality to maintain the intended funding structure and proceed in a financially sustainable manner.

The Municipality remains committed to a cost-recovery model, with serviced industrial lands to be sold at competitive rates. This approach will support repayment of the

County loan while generating new assessment growth, job creation, and long-term economic benefits.

This project addresses a critical shortage of serviced industrial land in Middlesex County and represents a strong opportunity to support business attraction, investment, and regional economic growth.

Southwest Middlesex Council remains strongly committed to advancing this initiative, and we value the County's continued partnership in supporting its success.

We respectfully request County Council's consideration of this updated funding request. Should additional information be required, we would be pleased to provide it or attend to discuss further.

Thank you for your continued support and partnership.

Sincerely,

Amanda Gubbels
Chief Administrative Officer