## 2024 Annual Report

The DOWNTOWN 18 DISTRICT 16



## **Board of Directors**

#### **Executive Officers**

Chair: Maury Flunder | Property Owner

Vice Chair: Edie Hauslauer | Property Owner

Treasurer: Matt Leonard | Olympus Property Group

Secretary: Lindsay Dransfield | Doki Doki

### Our Vision:

By 2025, Downtown Belleville will be the thriving centre of our community.

#### **Directors**

Garnet Thompson | City of Belleville Council Appointee

Jessica Purchase | Evolve Wellness Studio

Emily Barnett | Property Owner

Kim Fedor | Blue Violin

Jennifer Hunter | Tinkered Decor & More

Nick Boretski | Boretski Roofing

Rakesh Parmar | BayLeaf Indian Cuisine

#### THANK YOU FOR YOUR SERVICE!

Melinda Herns | Tinkered Decor & More

Leah Hamilton | Elevation Hall

Kasi Bateman | Marketing & Events Coordinator

Kenzi Bosch | Marketing & Events Coordinator (temp)

Timbrell Meehan | Welcoming Streets Steward

#### **Staff**

Danielle Hanoman | Executive Director

Matilda Aide | Marketing & Events Coordinator

Yona Harvey | Public Relations & Membership Coordinator

Sara Behring | Welcoming Streets Community Outreach Director

Dallis Hodgson | Welcoming Streets Team Lead & Steward

Michael Ramsay | Welcoming Streets Steward

Aries Timleck | Welcoming Streets Steward



## Our Purpose

The Belleville Downtown District BIA exists to position Downtown Belleville as a vibrant community.

## Values

- 1. Collaborative Partnership
- 2. Forward Thinking
- 3. Being Accountable
- 4. Active Two-Way Communication
- 5. Passion to Succeed

## Strategic Plan Objectives\*

- 1 Change the public perception of Downtown Belleville from lacklustre to vibrant.
- 2 Encourage new business investment to increase Downtown District commercial occupancy rate and create more Downtown activity.
- Ignite current Downtown investors (property and business owners) to become champions for a vital Downtown.
- 4 Improve the Downtown customer experience and make Downtown Belleville the place where people want to meet.

\*Strategic planning for 2025-2030 is in progress.

To read the current full Strategic Plan visit downtownbelleville.ca/strategicplan.



## A Message from the Chair

2024 has been a year of progress and perseverance in the face of challenges, with uncertain outcomes continuing to surround us. This sentiment could easily reflect the year-end reflections of many of our downtown members—whether they're long-standing businesses or newcomers.

I have immense admiration for the DBIA Board of Directors and our dedicated staff, we've witnessed remarkable moments of community resilience. This month alone, we saw hundreds of families return to the downtown for a fun and safe Halloween Trick-or-Treat event, celebrated the month-long Quintelicious dining promotion showcasing our downtown restaurants, and held our first-ever "Savour the Fall" Mac 'n Cheese competition. On top of that, several new businesses have opened their doors, breathing fresh life into our community.

However, even as we celebrate these achievements, we also face ongoing challenges. The Welcoming Streets program and its dedicated staff continue to navigate the impact of the opioid crisis, a struggle that is not unique to our city but affects communities nationwide. These issues remind us that while progress is being made, there is still important work ahead.

To address these challenges, the DBIA has been proactive in engaging the City of Belleville and other partners. We have been advocating for better alternatives for the homeless population through the development of the Bridge Hub and pushing for increased continued security measures such as overnight private security patrols. We are also proud to see the establishment of a new community police office in the downtown core. Additionally, we've launched monthly social gatherings at the Belleville Club, creating an opportunity for members to connect, share information, and collaborate on making our downtown a better place for everyone.

Despite the hurdles, the good news is that downtown Belleville continues to attract businesses that align with our collective vision. We now have 42 short-term accommodation units (STAs) in the downtown area, bringing tourists to our restaurants and local attractions. Beyond commerce, the downtown remains a fantastic place to live and work, thanks to its natural beauty and laid-back, walkable lifestyle. It's also encouraging to see the results of this year's annual survey from both the public and our members. While we know there are areas that still require attention—such as parking and perceptions of safety—the data shows clear improvement in several key areas compared to last year.

As we move forward, the DBIA Board and staff will continue to listen to our members, advocate for improvements, and work together to meet the challenges that lie ahead. We remain committed to making downtown Belleville an even better place to live, work, and thrive.

- Maury Flunder, DBIA Chair and Property Owner

## Highlights

82%

Occupancy rate of street level businesses



203

Total number of active members

229

calls received from Stakeholders for Welcoming Streets' assistance



1498

unique interactions by Welcoming Streets Stewards

\$400,905

Received in grants and in-kind services in 2024, which is a **52%** increase from 2023!



85.3%

of members are neutral, satisfied or very satisfied with the BIA's performance

Top 4 Member Priorities: Based on member survey

- 1 Safety/Security
- 2 Parking
- 3 Foot Traffic
- 4 Events



Visitors & Residents rated Downtown Belleville

7.1

on a scale of 0-10 (Based on 305 respondents)



## Occupancy Rates

203 Active Businesses

176 Street Level Units

146 Occupied (Street Level)

30 Vacant

12 Street level properties are tenant-ready



#### **OF THE 30 VACANT PROPERTIES:**

4 are chronically vacant

3 are vacant

11 are under renovation

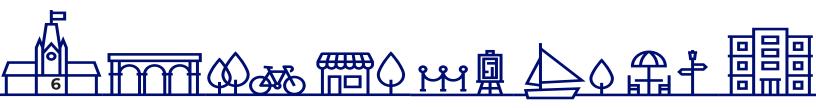
12 are tenant-ready

82%
Occupancy rate of street level businesses
(2% increase over 2023)



The occupancy rate in Downtown Belleville has risen to 82%, reflecting a positive trend from last year's 80% and a notable 4% increase compared to 2022. This growth is due to a surge in new businesses setting up shop in the area, alongside extensive renovations that are revitalizing the district. These developments not only demonstrate a growing demand for commercial space but also highlight Downtown Belleville's renewed vibrancy and attractiveness for entrepreneurs.

Development in Downtown Belleville continues to thrive, with major renovation projects underway at key sites like the Maze Mall and the Memorial Arena. These upgrades are expected to have a significant positive impact on the downtown core, attracting more visitors and enhancing the area's appeal as a destination for shopping, dining, and community events.



## **Welcome**

#### **NEW MEMBERS**

This year we welcomed 19 new businesses Downtown.

BayLeaf Indian Cuisine Belleville Frameworks Bold Therapy Co. Community Policing Office Cracked Glass Design K24 Convenience Lafferty's Menswear (New Ownership) L'Auberge de France Inn Lavish Studio Creations Law & Orders Pho Blue Basil **Revive Studios** Sage + Pine Collective The Kafana The Golf Lounge The Mother's Treasure African Store Three Oaks Thrift Store Tropical Blends (New Ownership)

UpFront Gallery & Cafe

## Farewell

#### **CLOSURES**

We said farewell to 7 businesses this year, we wish them all well in their next endeavour.

Bazaar Artisan Market Bree's Bookkeeping and Taxes Elevation Hall Jumbo Video Pure Honey Boutique Quinte Corner Cafe Toro Sushi

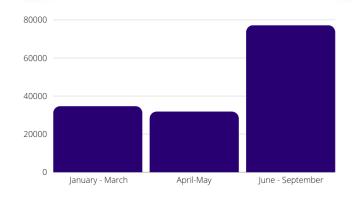


## Foot Traffic Analytics

The DBIA is increasingly focused on leveraging foot traffic analytics to enhance our marketing and event strategies. By relying on comprehensive data insights, we aim to tailor our initiatives to better meet the needs of visitors. To support this data-driven approach, we have partnered with the Bay of Quinte Regional Marketing Board and the City of Belleville to gather more in-depth analytics on visitor patterns, peak times, and engagement trends within the downtown area.

With this information, we can strategically plan events, improve promotional efforts, and make informed decisions that enhance the vibrancy and appeal of downtown Belleville.

## NUMBER OF VISITORS IN DOWNTOWN BELLEVILLE 2024



The visitor data above, based on IP info from geofencing with Big Clic, reflects entries into the downtown Belleville geofence for 2024.

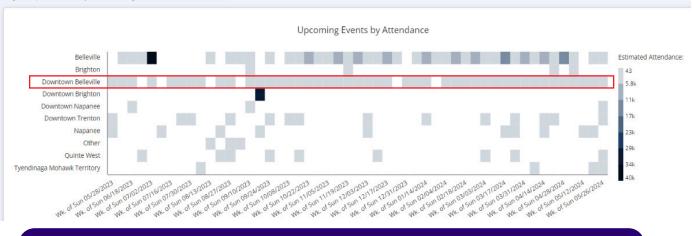
Please note that this data represents only a percentage of visitors and does not include resident counts.

9% Rest of Canada Visitors
48% Rest of Canada stay overnight

91% Ontario Visitors 38% Ontario visitors stay overnight

#### Which upcoming weeks are anticipating attendee demand?

Source: PredictHQ. Note: Events below include Community, Conferences, Expos, Festivals, Concerts, Sports and Performing-Arts only. Other event types in the Category filter at the top are not tied to these insights. Tip: Click into any week and region for more event details.



The data indicates that Belleville and Downtown Belleville have the highest and most consistent foot traffic compared to neighboring cities.

## Grants

#### A YEAR OF GRANTS

In 2024, the DBIA applied for many grants that were available for staffing, community safety and marketing. This year's total grant funding came to \$400,905 which is a 52% increase from 2023.

Grants include:

\$75,000 from the City of Belleville to support road closures and in-kind services.

\$14,721 - Canada Summer Jobs for three summer students.

**\$31,515** - Bay of Quinte Regional Tourism Board for marketing related projects to date.

**\$28,714**- RED Grant Funding towards the Public Relations and Membership Coordinator (\$57,427 for 2024/2025).

**\$196,185** from Community Safety and Policing grant through the Belleville Police Service for Welcoming Streets (\$384,000 for 2024/2025).

**\$54,770** from CMHA-HPE Emergency Operations funding for Welcoming Streets.

The State of Emergency called on February 8th 2024 had a profound impact on Downtown Belleville, leading to a significant decrease in foot traffic as public safety concerns hightened. Many people avoided the area, and local businesses felt the strain as the community grappled with the effects of the crisis. While recovery has been gradual, there have been notable steps forward. With support from the RED Grant, we hired Yona Harvey as our Public Relations and Membership Coordinator. Yona continues to work diligently to strengthen member relations and positively shift public perceptions of Downtown Belleville.

In addition to receiving the RED Grant funding, Welcoming Streets also received funding to increase their impact in responding to the opioid crisis. This resulted in the ability to hire an additional full-time Welcoming Streets Steward.



\$400,905

Received in grant and in-kind services in 2024

## Safety & Security

Thank you to our Community Support Officers, Sergeant Stitts, Constable Blake (Mat. Leave), Constable Woodcock, Constable Crawford.

#### **The Continuation of Welcoming Streets**

Welcoming Streets was the recipient of the Community Safety and Policing (CSP) Grant through the Ontario Ministry of the Solicitor General. The CSP grant provides police services with the necessary tools and resources to enable deployment of front-line workers where and when they are needed most, as well as support police services as they implement public safety and community policing initiatives that focus on local or provincial priorities.



Constable Crawford (left)
Constable Woodcock (right)



Danielle Hanoman, Executive Director DBIA, Retired Chief Michael Callaghan, Sara Behring, WS Community Outreach Director

## Community Impact

Welcoming Streets Belleville continues to positively impact the downtown core through their efforts in responding to uncertain situations and responding to crises. Welcoming Streets offers a high-impact and empathetic approach when interacting with both downtown stakeholders and vulnerable community members. The following statistics reflect October 2023 to October 2024.

108

Info-sessions offered to Stakeholders 450

Estimated metings with
Stakeholders and Community
Partners

160+
Wellness Checks

Wellness Checks Completed

218+

Connections and referrals made to services

59.2%

\*Decrease in Belleville Police calls for service within the Downtown 229

Calls received from

Downtown Stakeholders

seeking assistance

104

Vulnerable Individuals served

138

Estimated calls to Belleville Police Services averted

1,498
Unique interactions

## Welcoming Streets

#### Initiative #1: Collaborative Community Safety

Welcoming Streets Stewards are available Mon-Fri from 9am-7pm and Sat from 9am-5:30pm and can be reached at **343-645-6382**, responding to crisis situations and situations around mental health, addictions, and/or homelessness. If a Steward is unavailable, please contact the **BPS non-emergency line** at **613-962-3456**.

Integrity Investigative Solutions continues to patrol the Downtown Area overnight until Dec 31st. Please contact the patrol call for after-hours support in non-emergency situations from the hours of 9pm-8am, at 613-813-4224. If there is an emergency, please continue to contact 9-1-1.

#### Initiative #2: When you call 911

Belleville is a growing urban center and as a result, there are instances when you or your staff may witness an emergency or an illegal interaction. Please call 911 when this happens.

#### Initiative #3: CamSafe

Belleville Police services encourage businesses to register their camera locations to a centralized database. This allows Belleville Police to access your account info only, not your security system to investigate criminal activity. To register, visit https://belleville.camsafe.ca.

#### **Initiative #4: Agent Status**

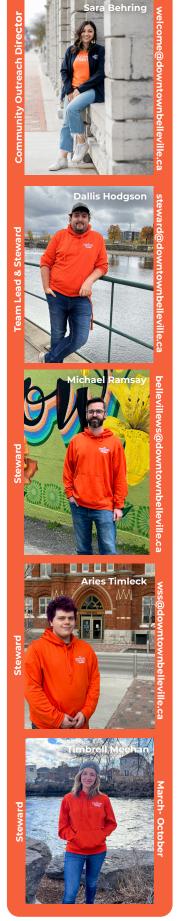
More than 35 downtown properties have completed agent status forms with Belleville Police Services. Under the Trespass to Property Act RSO 1990, C.T.21, Agent Status authorizations allow BPS the same authority as the Undersigned, to prohibit entry to the premise/property, and/or where they may determine whether or not to remove others from the property. For more information on this initiative, please contact welcome@downtownbelleville.ca.

#### **Initiative #5: Community Education**

Welcoming Streets partners with other social services agencies such as Hastings Prince Edward Public Health, By-law, and Belleville Police. Welcoming Streets offers educational workshops to members on topics such as de-escalation, harm reduction, and safe needle handling. The program also partners with other experts to offer mental health and well-being support to members who are interested.

For more information on Welcoming Streets and to access related materials visit:

downtownbelleville.ca/welcomingstreets



### Events

The Downtown District enjoyed a vibrant lineup of events that brought our community together and showcased the unique charm of our area. From winter celebrations like Savour The Chill to crowd favorites like Downtown at Dusk and Caribbean Festival, each event fostered connections among community members. It was a wonderful year celebrating local talent and businesses, reinforcing the district as a hub of activity and engagement.

#### Some Fun Highlights:

Downtown At Dusk had the TV Show "Pop Wiz" a Canadian kids trivia program come film during our event shooting B-Roll footage that will be airing nationwide!

Belleville Caribbean Festival Committee partnered with the Toronto Caribbean FMC team! We were able to turn the festival into a three day event and had the Masquerade parade costumes come down from Toronto and join us in our parade which was bigger and better than the previous year!

First annual Savour the Fall Mac and Cheese event happened! The outpour of love for this event from the community proves that Downtown Belleville is a foodies' paradise!

Savour The Chill - Spring Into Treasure - Downtown At Dusk - Rockfest
Caribbean Festival - Buskerfest - Downtown Belleville Blues Fest - Jazz Festival
Porchfest Afterparty - Quintelicious Belleville - Diwali Festival
Trick or Treat Event - Savour The Fall - Enchanted Holiday Market









## Digital Presence

In 2024, we have increased our followers both on Instagram and Facebook, continuing momentum from 2023. We put a heavy focus on video content and saw amazing jumps in engagement when posting videos for each event. Due to the growing interest in video content we have reinstated our YouTube channel. Through our social media platforms, we continue to highlight businesses and share their content using our widening reach to amplify the voices of our Downtown community. We predict that with this strategy, we will continue to see our online presence grow. Most consistently, we see events and grand opening posts garner the most interactions from views.



@DowntownBelleville

13%

Increase in Instagram Followers (From 8,682 to 9,836)



@BellevilleDowntownDistrict

8%

Increase in Facebook Followers (From 9,900 to 10,700)





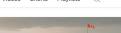




#### **Belleville Ontario Downtown District**

@BellevilleDowntownDistrict · 16 subscribers · 47 videos

Discover Downtown Belleville's shops, dining, entertainment, and community events in Bell...more





#### Be part of it - Downtown Belleville

Discover Downtown Belleville's shops, dining, entertainment, and community events in Belleville, Ontario Canada. Visit or website at DowntownBelleville.ca. You can find the Downtown District at 199 Front Street, Suite 208A and we can be contacted at (613) 968-2242 or by email at wntownbelleville.ca. Be a part of it!

















#### Welcoming Streets



#### Welcoming Streets had a great year focusing on building their social media presence!



@Welcomingstreetsbelleville 250 Followers



@Welcomingstreets 130 Followers

## "Stories of Downtown" Campaign

Everyone has their own fascinating story of how they got to where they are. It is no secret that we have a vast array of diverse and interesting businesses in the Downtown District. Stories of Downtown Campaign was created to share these stories with the public and make sure that we highlight what makes this community thrive- its people!

This wonderful initiative was inspired by the Humans of New York Campaign and was made possible by the Bay of Quinte Regional Marketing Board. Through their funding, we were able to move forward with this project. One of Downtown's own, Christopher Gentile was able to capture the uniqueness of each business owner. Through his photography, he made the vision of this campaign come to life.

The campaign was three fold: a portrait featuring the business owner, a blog highlighting their journey, and finally a video showcasing themselves and their business. Put it all together and you get "Stories of Downtown".

This campaign has not only helped shed light on our wonderful businesses to the public and future visitors, but also has highlighted our Downtown District as a thriving community. It has been a great opportunity for business owners to come together, celebrate and learn about each other!











## **Partnerships**

This year, we were thrilled to establish new partnerships with several community-centered organizations, expanding our network.

New partnerships included Toronto Caribbean Festival Management Committee, Habitat for Humanity, CMHA, United Way, The Belleville Senators, The Brick Belleville, Quinte International Air Show, Bridge Street United Church, the Enrichment Centre for Mental Health, and Belleville & Quinte West Community Health Centre.

Additionally, we strengthened our existing relationships with valued partners, including the City of Belleville, Discover Belleville, Bay of Quinte Regional Marketing Board, The Quinte Arts Council, Belleville Downtown Doc Fest, Downtown Belleville Blues Festival, Loyalist College, Hastings and Prince Edward District School Board, Belleville International, Belleville Police Services and The Belleville Chamber of Commerce.

Welcoming Streets and Loyalist College's Applied Research and Innovation Office have continued their partnership conducting research aimed at enhancing the program's outreach effectiveness while also addressing potential gaps in program delivery. Welcoming Streets continues to partner with Loyalist College's Social Service Worker Program, mentoring students who are eager to support the Belleville community. Together, we continue to build a resilient community through shared vision, resources, and dedication to making a difference.











## Experiences In The Downtown District

Experience-based businesses are crucial to the vitality of a downtown area as they create a unique and engaging environment that draws in both locals and tourists. These types of businesses offer interactive and memorable activities that go beyond traditional shopping and dining, enhancing the overall appeal of the district. This not only stimulates the local economy through increased foot traffic and spending but also contributes to a vibrant cultural landscape that reflects the identity of the community.

We are grateful to have so many experience-based businesses in Downtown Belleville, as they encourage visitors to explore other retail shops and restaurants, showcasing the wide array of offerings in the Downtown District. Downtown Belleville is becoming a hub for "things to do" in the Bay of Quinte, cultivating a sense of place that invites people to gather, explore, and create lasting memories.

Looking to explore the arts? Take a stroll through the district and visit one of our five unique galleries. Need to blow off some steam? We've got you covered with two places to throw axes and a rage room where you can unleash your frustrations—plus, you can even throw some paint around! Want to feel like a star? Check out a photo studio with eight different rooms designed to make your photography dreams come true. Looking for an adventure? Test your wits at an escape room or lose yourself in the energy of a live rock show. There's something for everyone to enjoy!

Whatever experience you are looking for it is likely you will find it right here in our beautiful Downtown District!

Belleville Art Association - Belleville Dance Experience - Breakout Belleville
Belleville Frameworks - Cracked Glass Design - DedEye Axe Throwing
Gallery 121 - Lavish Studio Creations - Parrott Art Gallery - Pinnacle Music School
Pinnacle Playhouse Belleville Theatre Guild - Quinte Art Council
Scalliwag's "Wander Local" Walking Tour - Theatre In The Wings
The Empire Theatre - The Golf Lounge - The Shatter House - And More!





















# Survey Results KEY FINDINGS

The data presented in this section is collected from surveys that were conducted from August to October of 2024.



## Visitor & Resident Survey Results

#### **RESEARCH METHOD**

From August to October 2024, a Visitor's survey was distributed by print hand outs, email and social media. The results shown here are based on **305 respondents** compared to 51 responses in 2023.

#### **RECOMMENDING DOWNTOWN**

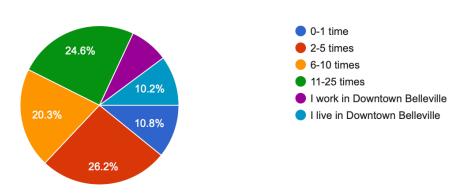
We asked the respondents how likely they would recommend Downtown Belleville as a place to visit on a scale of 0 to 10. 66% answered 7 to 10.

Visitors & Residents
rated Downtown
7.1
on a scale of 0-10

## Where visitors who completed the survey live:

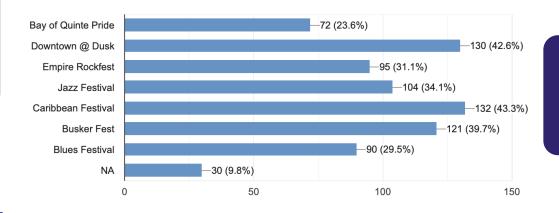
Quinte West Hastings County Kingston Toronto USA

## How often respondents visited Downtown in the last 3 months:



The majority of respondents visited Downtown Belleville 2-5 times in the last 3 months.

#### **EVENTS RESPONDENTS ATTENDED**



Caribbean Festival was the most popular event among respondents, closely followed by **Downtown @ Dusk.** 

## Member Survey Results

#### **RESEARCH METHOD**

From August to October 2024 we asked members to fill out the annual survey to collect quantitative data from the Business and Property Owners in Downtown Belleville. There were a total of **41 members** that participated in the survey. This is eleven more participants than 2023, but we hope to increase the participation next year to ensure the integrity of our data. Thank you to those who participated.

#### How satisfied are you with the BIA's overall performance this year?



## Members indicated how they would describe the overall business climate in Downtown Belleville in the last 12 months:



#### **Top 4 Areas of Improvement**

(In order of priority ranked by members)

- 1 Safety/Security
- 2 Parking
- 3 Foot Traffic
- 4 Events



Have street closures for events positively or negatively impacted your business this summer?



How do you believe security measures the BIA has paid for impacted your business? Example Community Resource Office, Overnight Security patrols.



You keep learning with every experience and you are applying that learning to really streamline the work and effectiveness of the BIA.



l've found the street closures to be good for the events we have had.

We look forward to working with the BIA to continue improving the downtown area for residents, businesses, and visitors alike.

## A Year in Review

This year has posed challenges for Downtown Belleville, yet it has also brought numerous positives. The launch of new businesses, the revitalization of historic buildings, and the community's collective efforts to confront these obstacles have all been notable highlights. These developments not only reflect the resilience of our local economy and community, but also foster a renewed sense of pride among residents, creating a vibrant atmosphere that we can build upon as we move into the future.

Below is a snapshot of the highlights this year:

- \$400,905 grants were received to date, which is a 52% increase from 2023.
- 19 new businesses opened in 2024.
- · State of Emergency called on February 8th 2024.
- The Welcoming Streets program was funded by CMHA-HPE, Community Safety and Policing grant and through the Office of the Solicitor General. This increased their staff to a total of four Stewards and one Community Outreach Director.
- · Savour The Chill celebrated its 20th year!
- · Hired a new Events and Marketing Coordinator, Matilda Aide in April 2024.
- · Social service agencies presented to our members on The Bridge Hub.
- Successful in the RED grant, which allowed us to hire our Public Relations and Membership Coordinator, Yona Harvey in August 2024.
- · Reinstated monthly Member Socials at The Belleville Club.
- · YouTube channel was revitalized.
- First Annual Savour The Fall, Mac and Cheese competition happened November 2024!
- · Holiday Huts are being utilized for this year's Enchanted Holiday Market.

#### Your Downtown District BIA Team



**Yona Harvey**Public Relations and Membership Coordinator

**Danielle Hanoman**DBIA Executive Director

**Matilda Aide**Marketing and Events Coordinator

## A Message From our Executive Director

This past year has been one of both highs and lows for Downtown Belleville. The start of the year presented us with unforeseen challenges that still resonate across our community today. However, in true Downtown fashion, we have come together to face these challenges head-on, reinforcing the strength and resilience of our district. These challenges have also led us to forge new connections, enhancing the power of our community and strengthening our support for one another.

New businesses continue to open in our Downtown, bringing fresh energy, ideas, and vibrancy that add to Downtown Belleville's spirit and growth. Amidst the difficulties, there are signs of positive change taking root. Buildings throughout the Downtown are being revitalized, breathing new life into our historic spaces, and there's a growing energy that speaks to a renewed perception of our area. We are witnessing transformations, big and small, that signal a bright future for Downtown Belleville.

I am continually driven by our business and building owners, whose dedication to revitalizing Downtown Belleville shines each day. Each year I learn from their insights, experiences and work to implement what our membership wants to see, ensuring that our Downtown reflects the vision of those who invest in it.

In the face of these challenges and transformations, it's clear that the heart of Downtown Belleville remains strong. Our community continues to grow and evolve, and it's inspiring to see how far we've come. As we reflect on the progress made, we also recognize that there is still much work to be done, and the road ahead is full of potential. The ongoing collaboration between our members, city officials, and community organizations ensures that we are not just responding to change, but actively shaping the future of our Downtown.

As we look forward, I remain optimistic about what lies ahead. I am excited about the events planned for next year, the opportunity to welcome new businesses while celebrating our existing ones, and the continued efforts to beautify our Downtown. Together, we are building a Downtown Belleville that will thrive for generations to come.

Thank you for being part of this journey. Let's look forward to another year of growth and opportunity in our beloved Downtown Belleville.

- Danielle Hanoman, Executive Director



# Bea Partofit