SANDBOX

SANDBOX CENTRE
24 Maple Avenue
Barrie, ON
L4M 7W4
(705) 503 - 6600 | sandboxcentre.com | info@sandboxcentre.com

November 4, 2025

His Worship Mayor Nuttall and Members of Council
City of Barrie
70 Collier Street
Barrie, ON L4M 4T5

Subject: Request for Deferral of Utilities and Maintenance Remittance until April 2027

Mayor Nuttall and Members of Council,

On behalf of the Sandbox Centre, I am writing to respectfully request a deferral of the proposed 2026 remittance related to apportioned maintenance, utilities, and property taxes until our fiscal year end in April 2027.

This deferral will allow us to align these costs with the renewal of our operating budget in our next fiscal cycle under the Ministry of Economic Development, Job Creation and Trade (MEDJCT). Aligning the remittance with our provincial fiscal year ensures we can present Council with a complete year-over-year comparison of both private and public funding sources, along with a clear operational forecast that reflects Sandbox's new role as Ontario's 17th Regional Innovation Centre (RIC).

As this is our first full year operating as a provincially designated RIC, the deferral would also allow us to establish a proper and reliable forecast of private funding, sponsorships, and memberships as we transition from a privately funded model to a mixed public–private one. This period is essential for building sustainable financial systems and evaluating the impact of our first full year under the RIC framework.

Sandbox is currently in a multi-year phase of growth and optimization, focused on expanding client programs, accelerating commercialization and scale-up services, and strengthening partnerships that drive investment and job creation across Central Ontario. These efforts take time to stabilize and mature and are vital to ensuring the long-term success of the RIC model in Barrie.

We wish to emphasize that this request is not a renegotiation of lease terms or a waiver of obligations. It is a timing alignment that supports responsible fiscal planning and transparency as we prepare for our 2027 funding renewal and multi-year operational forecast.

Sandbox remains deeply committed to contributing to Barrie's innovation economy through the attraction, growth, and retention of technology-driven and high-potential companies. We

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anticipate continued year-over-year growth in impact as we strengthen our focus on commercialization, scalability, and sustainable regional outcomes.

We are grateful for Council's continued partnership and support as we build this important regional asset for the City of Barrie and beyond.

Respectfully submitted,

Dina Tzirakos
Managing Director
Sandbox Centre