



1217 KING ROAD, P.O. BOX 507
BURLINGTON, ON L7R 3Y3
T. 905.634.2365 F. 905.333.3521

February 25, 2026

Via Email: clerks@burlington.ca

Re: Options for the temporary elimination of Development Charges (DGM-03-26)

Dear Madame Mayor and Members of Council;

We are writing to support the proposed temporary, two-year elimination of all residential Development Charges (DC's) to get new construction projects moving again.

Our business, Pollard Windows Inc., has been located here in Burlington since its inception in 1948. We are 100% Canadian, family-owned business with our fourth generation working in the business. We have been a consistent employee here in Burlington and our business is dependent on the new construction industry. We are proud to be in Burlington and loyal to the area.

The current economic conditions have severely impacted the new housing market in both Burlington and across Ontario. We have seen year over year declines in new housing sales and therefore our sales to that market. This is the slowest market I have seen in the 36 years I have been involved in our family business. The downturn has impacted the builders and developers directly but has affected the entire supply chain supporting them. Many of our employees have been with us for 25+ years, some even 45, we consider them our extended family. The slowdown has caused us to resort to layoffs as well as participating in the work share program to support reduced work weeks. Our employees are suffering from income loss and cannot continue with reduced work hours for much longer.

I do not normally get involved in any activities outside our family business; however, I have had to resort to meeting with MPP's and Ministers to try to stimulate the new construction industry to help all of us. I recently participated in the CMC Ontario Made Manufacturing Day at Queen's Park to meet with MPP's and Ministers regarding how they can help manufacturers survive and thrive in Ontario. Although I did touch on ideas on how to help manufacturers, I felt the most important thing I needed to get across was how the slowdown of new construction was the single most important factor why our sales were suffering. I discussed the need to bring the development charges down and remove the GST for ALL new home buyers rather than just first-time home buyers who represent less than 5%. I also recently was part of the pre-budget consultation with Finance Minister Peter Bethlenfalvy in Burlington both in a presentation and written submission. The key part of my presentation focused on new construction asking for tax relief for all new



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home buyers and reductions of development charges to stimulate the housing industry. I have never felt before a need to get involved in this way. This slowdown has lasted too long, and we do not see when it will change unless these relief measures are implemented as soon as possible.

We collectively need to help homeowners in this unstable economy to afford to buy the homes they need for their families, Please proceed with a temporary two year elimination of all residential development charges to not only help our 78 year old, fourth generation, family business but all of the industries that are affected by the lack of new construction business.

Thank you for allowing me to provide this letter of support.

Sincerely,

A handwritten signature in black ink, appearing to read 'Karen Pollard-Josling', written in a cursive style.

p.p.

Karen Pollard-Josling

President & CEO

Pollard Windows Inc.