

Marlene Gallyot, 972 line 3 road

Thank you for granting me an opportunity to speak to you today on council, for the past eight years, I have proudly called Niagara-on-the-Lake my home. Today I'm here to discuss an issue that is deeply personal to me and to many others who face similar challenges.

With a diverse professional background, I possess a comprehensive understanding of municipal operations from the perspectives of both the mayor and council with valuable insights into staff operations and community relations. My extensive collaborations with various municipalities, the Province of Ontario, and the Federal government have equipped me with firsthand experience of the dynamic interplay between effective governance and antagonistic bureaucracies.

As an entrepreneur, I have owned and operated several small businesses over the last 30 years. My career as an immigration consultant has enabled me to assist many individuals through the Immigration and Refugee Board, bringing entrepreneurs, investors, international students, and families to Canada.

I have also presented regional growth strategies to the Region on attracting students and new immigrants to study, live, work, and establish businesses in our region.

Further, I have ventured into federal and municipal politics as a candidate, and my commitment to philanthropy led me to establish a charity in honour of my late brother, Ricky. Through this initiative, I have organized events that benefited several charitable organizations within the community.

My dedication to community service has been recognized with several accolades, including an honorary doctorate and the Queens Diamond Jubilee Medal. These honours are a testament to my community work, making a significant impact on the lives around me.

However, amidst this rich tapestry of community involvement and entrepreneurship, there lies a challenging chapter – the arduous journey surrounding the renewal of my B&B license.

Let me outline the circumstances surrounding the refusal of my B&B license, which reflect not only regulatory hurdles but also the broader implications of these restrictions on my livelihood.

[In June 2019](#), I received a notice from the town concerning marketing photographs on my B&B website. These images were flagged as bylaw felt it was a violation. I removed the specified photos immediately.

During the COVID-19 pandemic, when small gatherings were permitted by the province and municipalities were closed, I hosted a few elopements in my backyard. Given my certification as an officiant and the available space, these were small,

intimate events for close friends and family, and I followed health guidelines.

I also constructed a barn on my property to store supplies from my previous businesses and to showcase my work, hoping to attract business in Ontario and for my trade shows to promote weddings in Cuba.

[In April 2022](#), Due to bad weather, the barn was the venue for a private event. Unfortunately, it was mentioned in the local news which led to further scrutiny on my property.

After ending a 16yrs contract with the City of Markham in [February 2023](#), due to the impracticality of commuting, I sought employment within Niagara. Despite my efforts, I faced considerable difficulty securing suitable local employment, prompting me to explore hosting small events at my property and doing trade shows in Ontario as an alternative income source.

[In March 2023](#), I proposed this idea to our mayor suggesting that my large backyard could accommodate at least 100 guests but was looking for 20-25 guests to host micro-weddings. The initial response was promising, and a meeting with the former CAO and Mr. Plato was arranged who suggested a zone change which was expensive and over \$30,000.

Most recently after a house inspection, in [April 2024](#), I received a letter from the town's bylaws, denying the renewal of my B&B

license. The reasons cited were the two prior notices and the events I hosted in my backyard.

My endeavours to use my property for small ceremonies stem from the challenges of finding suitable employment in the region, compounded by the realities of the job market for individuals of my age. Despite these efforts being rooted in a desire to maximize the utility of my property and secure bookings, they have been met with significant bureaucratic resistance.

It is worth noting that former Mayor and Peter Todd from the clerk's office were aware of the small sign on my front lawn promoting my services as an officiant, and there were no complaints from neighbours or guests.

[In October 2023](#), I started a rental business for weddings, storing my inventory in two containers in Niagara-on-the-Lake. This venture is an attempt to continue my professional activities in a manner that respects community standards.

### [About My Property](#)

My property, located on Line 3 Road, is not nestled in the old town but rather amidst the scenic wineries of Niagara-on-the-Lake, with two neighbours on either side, each about an acre away. The property features about 100 acres at the front and an additional 20 acres at the back, bordered by the vineyard of Bella Terra.

It comprises two identical apartments. Each apartment has four bedrooms, two full washrooms, a kitchen, dining area, sitting area, a sunroom, and a private fenced area for both B&B guests and my family. There are three entrances from the front and three at the back. Unlike many B&Bs, my guests have shared washrooms, which is why I rent them out only to those related to each other. Therefore, I don't book multiple rooms separately This is a disadvantage to me.

( I was at the Town a few years ago to get permission to rent 4 rooms and was advised that it should be changed into an Inn and needed a zone change even though I had 8 bedrooms. After getting in touch with a lawyer and planning staff, it was coming up to over \$30,000 which was very expensive so I didn't pursue this. )

B&Bs is a seasonal business primarily active during the four-month summer period. During this time, I reserve certain dates for personal use to enjoy my home with family and friends thus limiting my income potential even further. To supplement my income, I officiate small weddings throughout Ontario and do trade shows to promote weddings in Cuba, a passion that also supports my mental and physical health. A portion of my earnings from officiating goes to my association, church and to charity.

Both of my neighbours have provided letters of support stating they have no objections to my B&B or micro ceremonies I had in the past. They loved it. Who doesn't love weddings? The

reviews for both my B&B and my officiating services are outstanding, reflecting our status as super hosts.

The towns decision to deny me a B&B license renewal severely impacts my ability to sustain myself and my family. The cost of living here, from taxes and mortgage to groceries and utilities, has practically tripled, compounded by an additional 4% tax on B&Bs. How am I to manage these expenses without sufficient income? The license denial has affected me deeply—emotionally, physically, mentally, and financially.

## Tourism

Niagara-on-the-Lake invests heavily in tourism, drawing visitors for various attractions, many come to our town to also get married, and enjoy the unique experiences of B&Bs. My property provides a perfect setting for small, intimate weddings, which complements the town's tourism strategy. I am not taking away business from larger hotels or wineries, which often charge significantly higher fees and they do not cater to smaller, more intimate events. There is evidenced of loud music at nearby wineries from my property, which we tolerate because its part of our local lifestyle.

## Concerns for B&B operators

Many B&B operators, farm owners, and officiants, along with insights from the B&B Association President, have expressed a prevailing sentiment that the current bylaws are designed not

just to regulate but to discourage us from thriving. There is a strong feeling among us that the town is disproportionately biased, favouring large wineries and corporations, thereby stifling the small businesses that are the backbone of NOTLs charm and economic diversity.

### My House Insurance

I took proactive steps by ensuring that my property, including every structure on it, was fully insured against fire, theft, or injury. With a comprehensive \$2 million insurance policy to the Town.

### The Challenge of a Zone Change

On Monday April 22nd, I inquired with Darka from the zoning department about cost of such a zone change. The response was over \$30,000 and not \$5000. Darkas tough stance was clear:

- She first reminded me about the two letters I received in the past from the Town,
- Mentioned if I have B&B license, I cannot host events,
- That I cannot have family and friends,
- Only one family wedding per year might be permissible,
- Approval for a zoning change is uncertain even if I tried it may not be approved as it's unprecedented.

Given this information, I wondered why was I encouraged to get a zone change and waste so much money?

### Advocacy for Fair Regulations

My humble request to the town is -

- listen genuinely to the concerns of your residents.
- We need a regulatory framework that is clear, fair, and less arbitrarily restrictive.
- Your decision on council could have a huge impact on the lives of others.
- Be open for change instead of shutting doors for small businesses.
- The town staff enforcing these regulations would benefit from sensitivity training to foster empathy and common sense in their judgments.
- Don't treat us like criminals when you walk inside my home, but as valuable contributors to our community's success. After all, our tax dollars are, indeed, someone's paycheck.

### Unrecognized Contributions

What seems to have been overlooked are the contributions I have made to the community:

- Numerous couples, including Mennonites from Bella Terra, have received my officiating services for free.
- My efforts in organizing donations of food and clothing to local charities.
- Support for my neighbour's granddaughter who is aspiring to be a photographer.
- Assistance to troubled youths fulfilling community service hours, just to name a few.



Despite these contributions, the town has placed severe restrictions on my ability to earn a living and do what I love. I am now forced to make a stark choice between my B&B license and hosting weddings to earn extra income.

Therefore, I chose to have my B&B License. I have removed all pictures on my social platforms including advertising my B&B until this issue is resolved.

In closing, I extend my heartfelt gratitude to all who have engaged with and supported me through this challenging time. Thank you, Mayor, Deputy Mayor, and councillors, for your attention and efforts to address my concerns. Don't take away my livelihood but support small businesses.

### Some of my references

#### Regional councillor Jones, City of Markham

“ Marlenes approach to public service is marked by distinctive use of tact and empathy, ensuring constituents receive the utmost care and attention. During a pivotal moment in our history, as the Town of Markham made its transition into a City, Marlene played an instrumental role. Her coordination efforts, particularly concerning the Yonge Subway North expansion project, were exemplary, showcasing her capacity to facilitate high-level meetings with an array of government officials and key stakeholders. Furthermore, she has been a fountain of innovative strategies for our small business department, consistently advocating for progressive and dynamic approach to

municipal growth. Upholding confidentiality and demonstrating discernment with sensitive information, Marlene's professionalism and integrity have never wavered.

**Andy Taylor, CAO for the City of Markham**

**“She was a passionate volunteer and charity organizer, always trying to help others make their lives better. Marlene was very involved in many multicultural community events and lent her support and leadership to many initiatives.”**

**Peter Kent a Canadian journalist/politician/minister**

**“She has an impressive skill set as an entrepreneur, public policy advocate, philanthropist and humanitarian. I valued her feedback and advice across the spectrum of issues we addressed.”**

**David Tsubouchie, Attorney General of Ontario/board member of ormers pension fund, an author and former Ontario cabinet minister**

**“She has always been a valuable volunteer to her community. She has always brought quality and integrity to anything she has worked with and above all is a fine person.”**

**Peter Shurman, a broadcaster and former MPP**

**“I recall her work in assisting those seeking citizenship, in politics and providing her services to the Niagara region. Marlene excels in any community where she's involved, she has an astute political mind and is hard working at everything.**

Neighbors (2)  
Letter of support

Mar 30, 2023

To Whom it May Concern

My name is Angelo Mirabella and I'm the neighbor of Marlene Gallyot at 972 Line 3 Road. I've known her since the day she moved here in Niagara, she came up to me to introduce herself and say hello. Since then we've been friends. Marlene is an amazing person who's very kind and helpful and we love having her as a neighbor. I have no objections to her Bnb or if she has parties or plans to have events as we all enjoy this too. She is a great community person who's always looking out for others. She mentioned her Bnb licence was not renewed and I think it's unfair as she has done nothing to disturb my family or anyone in the neighborhood.



Angelo Mirabella  
994 Line #3 Rd, NOTL

## Colin Gray

---

**From:** marlene gallyot <marlenegallyot@hotmail.com>  
**Sent:** April 10, 2024 8:31 PM  
**To:** Colin Gray  
**Subject:** Karen's support

Hi Marlene.....

To Whom it May Concern.

We have lived next door to Marlene and Colin since they purchased the property.

We have never had any problems with the bed and breakfast.

Herb and Karan Watson

March 23rd, 2024.



























**Colleen Hutt**

---

**From:** Colleen Hutt  
**Sent:** June 19, 2019 2:36 PM  
**To:** marlene gallyot  
**Cc:** Peter Todd; Erin Dean; Warwick Perrin  
**Subject:** Short Term Rental License 075-2016 - 972 Line 3 Road, Niagara-on-the-Lake

Good Afternoon Marlene,

It has recently been brought to the Town's attention that you are operating in contravention of the Short Term Rental By-law and License No. 075-2016.

The license issued to 972 Line 3 Road in July of 2017, was to permit a three (3) room Bed and Breakfast Establishment. An on-line advertisement, specifically Airbnb/rooms/13232766, has four (4) rooms available for rent.

Also shown in the advertisement is an event area, as per By-law No. 4634-13, Section 2.10 "No Short Term Rental shall be used for the hosting of weddings and receptions or any other similar commercial activity. In the event that a Licensee wishes to host a Special Event, such as a family wedding or a not-for-profit charitable function, the Licensee shall provide prior notification to the Town by submitting a Special Events Notification Form as set out in Schedule "C" to this by-law.

You are hereby notified that you have ten (10) days, from the date of this email, to correct all on-line advertisements and remove the event area or the Town will have no other recourse then to revoke the above mentioned license.

Respectfully,

**Colleen Hutt, Deputy Clerk**

Corporate Services

Town of Niagara-on-the-Lake

905-468-6448 or 905-468-3061 ext 248 Fax: 905-468-2959

1593 Four Mile Creek Road, PO Box 100, Virgil, ON L0S 1T0

Website: [www.notl.org](http://www.notl.org) Facebook: [@Town.of.NOTL](https://www.facebook.com/Town.of.NOTL)

Twitter: [@Town\\_of\\_NOTL](https://twitter.com/Town_of_NOTL) & [@NOTLfiredept](https://twitter.com/NOTLfiredept)





April 8, 2022

Marlene Gallyot  
972 Line 3 Road, RR 2  
Niagara-on-the-Lake, Ontario  
L0S 1J0

RE: Short Term Rental Licence #020-2020  
Written Compliance Notice - Contravention By-law No. 4634-13, as amended, Section 2.10

Ms. Gallyot,

The following recent newspaper article in The Niagara-on-the-Lake Local dated April 7, 2022, was brought to the Town's attention. It notes the following:

*"She is opening up her large yard, which she also uses to host weddings, and is hoping for good weather. To hedge her bets she's also cleaning out her barn, her workshop for wedding decor items, in case it rains."*

*The meet and greet with Brown is at 972 Line 3, this Saturday, April 9, from 10 a.m. to 12 noon."*

I would like to draw to your attention Section 2.10 of the Short Term Rental By-law which states:

*"No Short Term Rental shall be used for the hosting of weddings and receptions or any other similar commercial activity. In the event that a Licensee wishes to host a Special Event, such as a family wedding or a not-for-profit charitable function, the Licensee shall provide prior notification to the Town by submitting a Special Events Notification Form as set out in Schedule "B" to this by-law."*

I would also like to remind you that you were advised of this same matter on June 19, 2019, by email, attached for reference.

To date a Special Event application has not been received by the Town Clerk's Department.

**Short Term Rental By-law No. 4634-13, as amended.**

**SECTION 5.02: LICENSE SUSPENSION, REVOCATION**

1. *The license to operate a Short Term Rental may be revoked, suspended or made subject to special conditions, by the Town Clerk for:*
  - a. *any breach of the provisions of this by-law; or*
  - b. *any breach of the provisions of any other Town by-law or regulations; or*
  - c. *refusal to comply with any notice of violation within 72 hours*

- Page 2 -

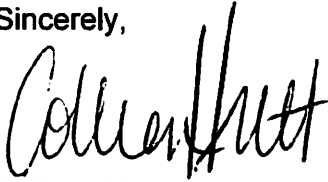
This letter will serve as the written notice that hosting a Special Event at the Short Term Rental Operation, Licence #20-2020 located at 972 Line 3 Road, operated by Marline Gallyot, may be in contravention of Section 2.10, By-law No. 4634-13, as amended.

If the requirements of subsection 2.10 of the Short Term Rental By-law and provisions of the Town's Special Event Policy CS-CL-014 are not complied with, the Short Term Rental License may be revoked as per Section 5.02.

A copy of Special Event Policy CS-CL-014 is attached for your information.

I trust this matter will be given the appropriate attention immediately.

Sincerely,

A handwritten signature in black ink, appearing to read 'Colleen Hutt', written in a cursive style.

Colleen Hutt  
Deputy Clerk

c.c. Municipal Enforcement Office  
M. Cluckie, Chief Administrative Officer  
R. Walton, Town Clerk



Division of Municipal Law Enforcement  
1593 Four Mile Creek Road  
P.O. Box 100, Virgil, ON L0S 1T0  
905-468-3266 • Fax: 905-468-2959

3

www.notl.com

Date: March 12, 2024

972 Line 3 Road  
Niagara-on-the-Lake, ON  
L0S 1J0

RE: Short-Term Rental Renewal Application – 972 Line 3 Road

Dear Ms. Marlene Gallyot

The Town of Niagara-on-the-Lake By-Law Enforcement Officer completed an inspection at the property located at 972 Line 3 Road on February 21, 2024. This inspection was to ensure that the property meets the requirements set out in the Short Term Rental By-Law No. 4634-13, as amended.

Upon further investigation into the property located at 972 Line 3 Road it was noted that weddings and receptions are still taking place on site. Section 2(10) of the Short Term Rental By-Law No. 4634-13, as amended, states;

*No Short Term Rental shall be used for the hosting of weddings and receptions or any other similar commercial activity. In the event that a Licensee wishes to host a Special Event, such as a family wedding or a not-for-profit charitable function, the Licensee shall provide prior notification to the Town by submitting a Special Events Notification Form as set out in Schedule "B" to this by-law.*

Please note, Section 4.02.1(c) of the Short Term Rental By-Law No. 4634-13, as amended, states;

*A license shall be issued if the completed application conforms to the provisions of this by-law, every other by-law of the Town, including but not limited to Property Standards, Clean Yards, Fences, Swimming Pools, Signs, Noise and Nuisance, the Ontario Building Code and regulations made there under and the Ontario Fire Code, and if all required fees are paid. The Town Clerk and Municipal Law Enforcement Officer assigned such duties may:*

- c) refuse a license application for any license where a license has been previously revoked, suspended, made subject to special condition or a property applying for license has presented a history of contravention with this or other Town by-laws.*

On two separate occasions, you were notified that your property was not in compliance with the Short Term Rental By-Law No. 4634-13, Section 2(10). At this time, The Town will not be moving forward in renewing your Short Term Rental License for the property located at 972 Line 3 Road.

If you have any questions, please contact the undersigned.

Sincerely,

April Smith  
Municipal Law Enforcement Officer  
Town of Niagara-On-The-Lake  
1593 Four Mile Creek Rd  
PO Box 100 Virgil, ON L0S 1T0  
905-468-3266 EXT. 278



