



Annual Report 2018



TrakMaps



Jessica Coll



Anyon Systems



Mural on Notre-Dame Street

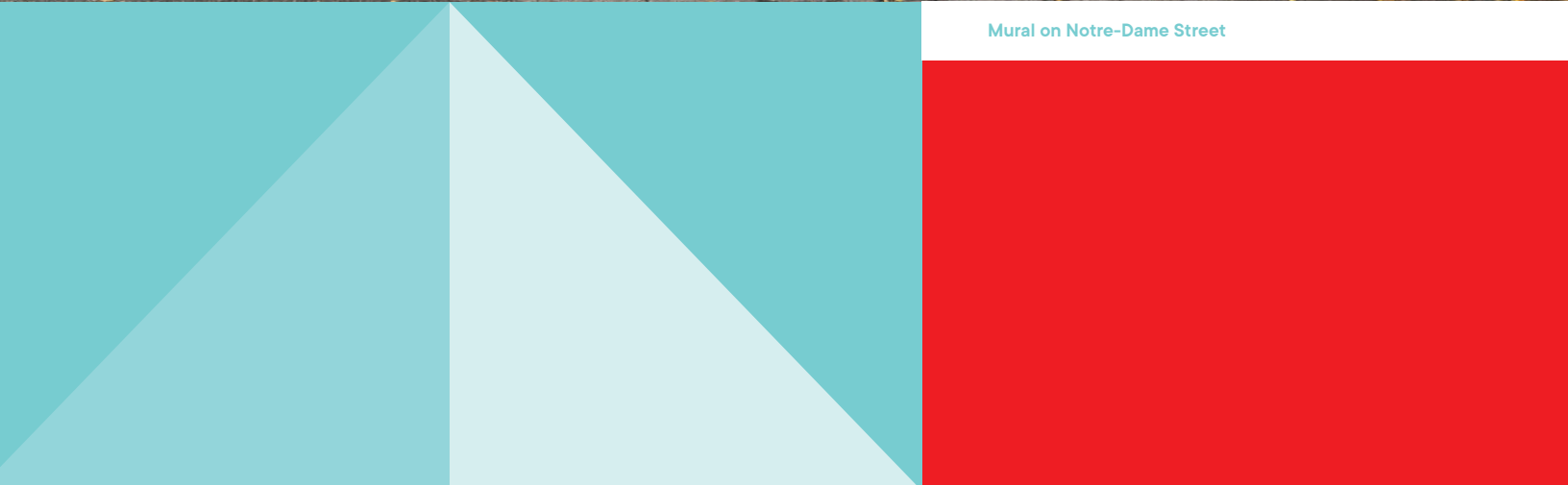


Table of Contents

A word from the Chairman and the Executive Director	3
Profile of PME MTL West-Island	5
Territory	
Mission and objective	
Services offered to businesses	6
2018 Results	8
Financing breakdown	
Financed businesses	12
Sponsorships	15
Real estate	17
Revitalization program — Renouveau Notre-Dame	19
Activities & Events	20
PME MTL West-Island at the heart of its ecosystem	22
Job placement service	24
PME MTL West-Island - Our people	27
Team	
Board of Directors	
Partners	



The PME MTL West-Island team

A word from the Chairman and the Executive Director

The PME MTL West-Island team is pleased to share with you again this year the results of its interventions for the period January 1 to December 31, 2018.

During this particularly prosperous period, we were both initiators of and witnesses to numerous changes for our organization. Relocation of offices, new organizational structure, planning the integration of new services and new programs, the PME MTL West-Island team, with the support of the members of the Executive Committee and of the Board of Directors, more than ever put their shoulders to the wheel to optimize our offer of service to West Island businesses.

Overall, the promotional and technical and financial support activities of the PME MTL West-Island team, through its various programs, resulted in the granting of loans and non-refundable contributions to some twenty projects in 2018, totalling more than \$2 million in financial support. These financially supported projects led to total investments of close to \$7.7 million, helping to create or maintain 569 jobs.

Also noteworthy was the number of interventions of PME MTL West-Island's team of professionals, which came to more than 1,300 in 2018, a substantial increase over the average of previous years. In all, these interventions helped bring 99 projects to fruition, generating investments of close to \$39 million and creating or maintaining more than 800 jobs.

The strong economy continued to buoy the real estate sector in 2018. The value of industrial construction permits in the West Island came to close to \$58 million, up 18% from 2017. Continuing a strong trend that began in 2017, the industrial building vacancy rate fell significantly in 2018, ending the year with an average of around 2.0%, versus 4.6% the previous year. This rate is below the average for the Greater Montréal region, which is 2.5%.

The year 2019 looks to be an exciting one, thanks among other things to the addition of new programs and services and to a \$3.4 million recapitalization of the Fonds PME MTL, which will significantly increase PME MTL West-Island's capacity for action.

Once again this year, like every year, we sincerely thank the entire PME MTL West-Island team, the members of the Board of Directors, as well as all the elected officials, volunteers and partners who

collaborate with our organization. It is primarily due to your deep commitment that our organization has been able to experience the growth that it is now enjoying. However, there are more changes to come and other partnerships are being developed. So your involvement is more vital than ever to help us carry out our mandate. Your valuable contribution to the cause of economic and social development will ensure that our territory remains as dynamic as ever.



Roger Morin,
Chairman of the Board of Directors



Nicolas Roy,
Executive Director

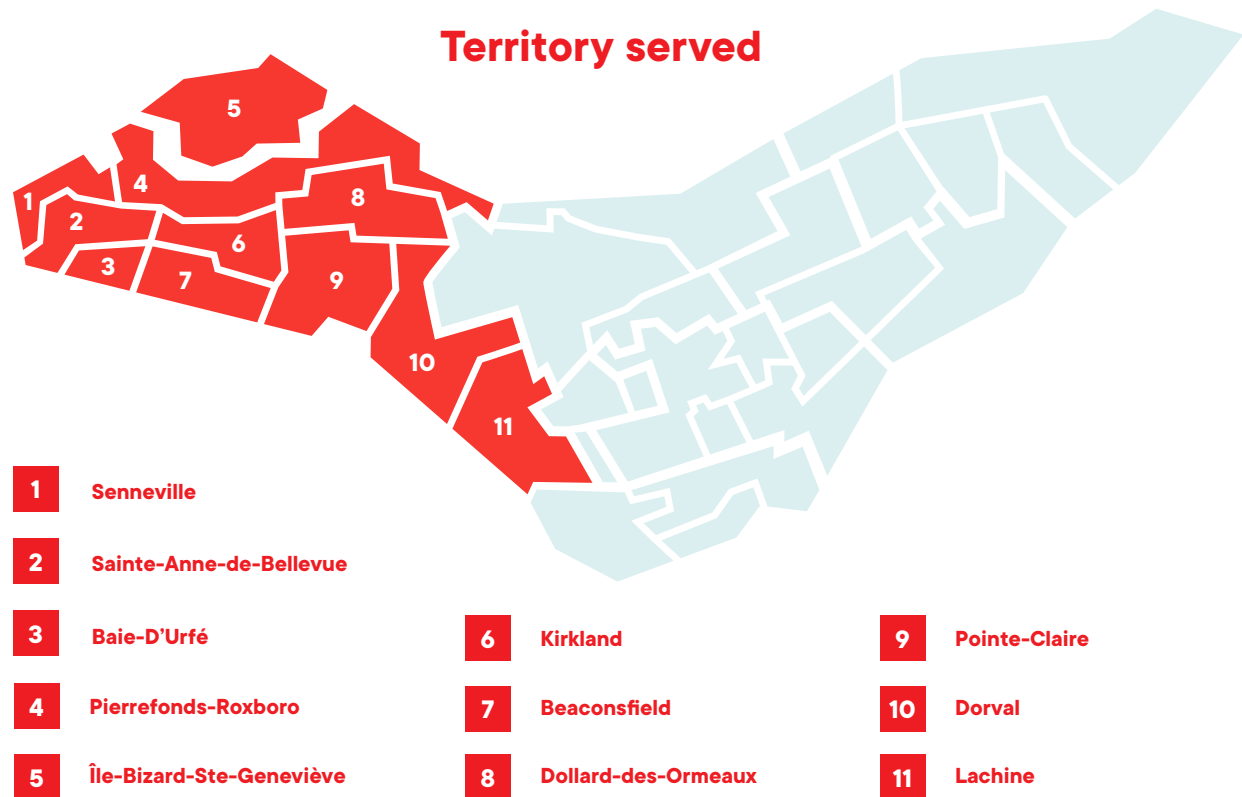


Novotaste



AJOI

Profile of PME MTL West-Island



Diversified community, ideal environment

The West Island boasts a broad mix of industrial, technological and scientific firms. It is a vast, extensively developed area with many attractive features: a strong and cosmopolitan entrepreneurial community, unique industrial specializations and a skilled workforce.

A few minutes from downtown Montréal, this region attracts local and international investments with its dynamic population, its favourable business climate, its countless resources, its affordable cost of living and its unique quality of life, with its Québec-style charm.

Nature is abundant in this tranquil region, with its numerous waterways, green spaces and picturesque village cores.

Mission

PME MTL West-Island offers coaching, financing and training to private-sector and social-economy entrepreneurs in its territory. Our professionals advise and support project creators and managers through all the phases of developing their business, from start-up to growth.

Objective

To support the creation and growth of viable businesses that generate wealth and jobs in our territory.

Services offered to businesses

In partnership with the Ville de Montréal, PME MTL West-Island locally fosters the development and promotion of entrepreneurship and offers support services to private-sector and social-economy businesses in their launch, growth and transfer phases.

Financing

PME MTL West-Island manages six different investment funds tailored to the needs of Montréal entrepreneurs. These funds serve as levers that help start-ups and growing companies obtain other sources of financing, while supporting the creation and maintenance of jobs in Montréal.

Fonds PME MTL

Launch and growth, succession and business acquisition, purchase or upgrading of equipment. Financial assistance: loan of up to \$300,000.

Fonds locaux de solidarité Montréal (FLS)

Financial assistance: loan of up to \$100,000.

Fonds Jeunes Entreprises (JE)

Business in existence for less than five years or in the process of succession or business acquisition. Financial assistance: subsidy usually combined with a loan from the Fonds PME MTL of up to \$15,000.

Fonds de développement de l'économie sociale (FDÉS)

Launch, growth, consolidation, analysis and technical assistance, purchase of shares and bonds. Financial assistance: subsidy of \$5,000 to \$50,000.

CRÉAVENIR (Partnership with Desjardins)

Business in existence for less than three years. Entrepreneur(s) between 18 and 35 years of age. Financial assistance: \$10,000 (30% in the form of a subsidy and 70% in the form of a loan) which must be combined with a loan from the Fonds PME MTL.

Fonds Jeunes entreprises collectives (Partnership with the Caisse d'économie solidaire Desjardins)

Community-based business in existence for less than five years. Financial assistance: grant of \$3,000 offered by the Caisse d'économie solidaire Desjardins which must be combined with:

- A subsidy of \$10,000 granted by PME MTL from the Fonds de développement de l'économie sociale.
- A loan of \$10,000 granted by PME MTL, the Caisse d'économie solidaire Desjardins or another partner in the social economy network.

Support

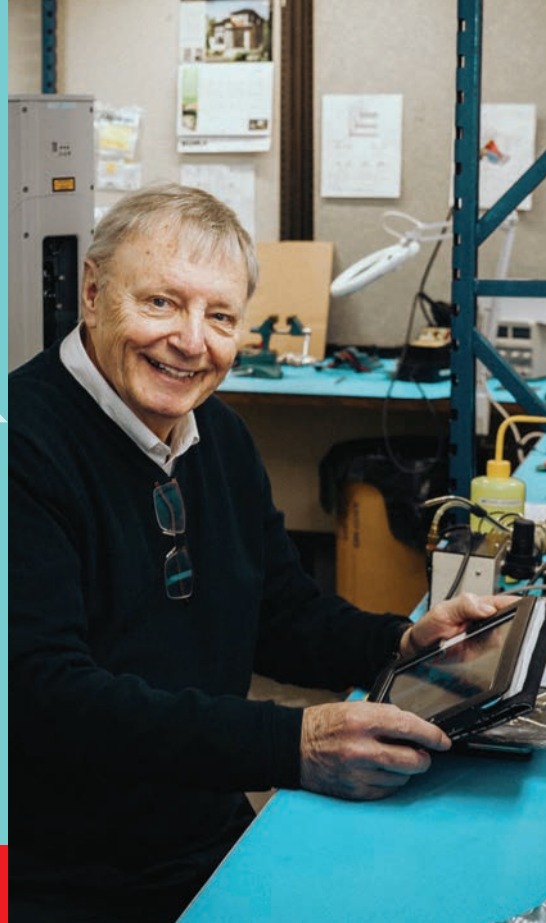
PME MTL West-Island's experts offer entrepreneurs support to propel their entrepreneurial projects.

- Information on financing programs
- Advice on launching, growing and developing businesses
- Funding search and negotiation
- Introduction to partners or specialized organizations
- Location search
- Recruitment and HR management support
- Business mentoring
- Networking and specialized activities

Training

In partnership with the École des entrepreneurs du Québec, entrepreneurship training and workshops are offered to Montréal entrepreneurs. The École focuses on developing entrepreneurial skills by offering training tailored to the needs and reality of entrepreneurs.

In addition, each month, PME MTL West-Island holds breakfast conferences in its offices on various topics of interest to entrepreneurs in the territory. Offered free of charge, these sessions are a good opportunity for participants to network with their peers and to expand their circle of acquaintances.



Cemar Électro



Boutique Pragai

2008 Results

1,310

interventions

808

jobs created or maintained

99

projects supported



Novotaste



Laboratoires Micom

\$38.5M

in investments generated

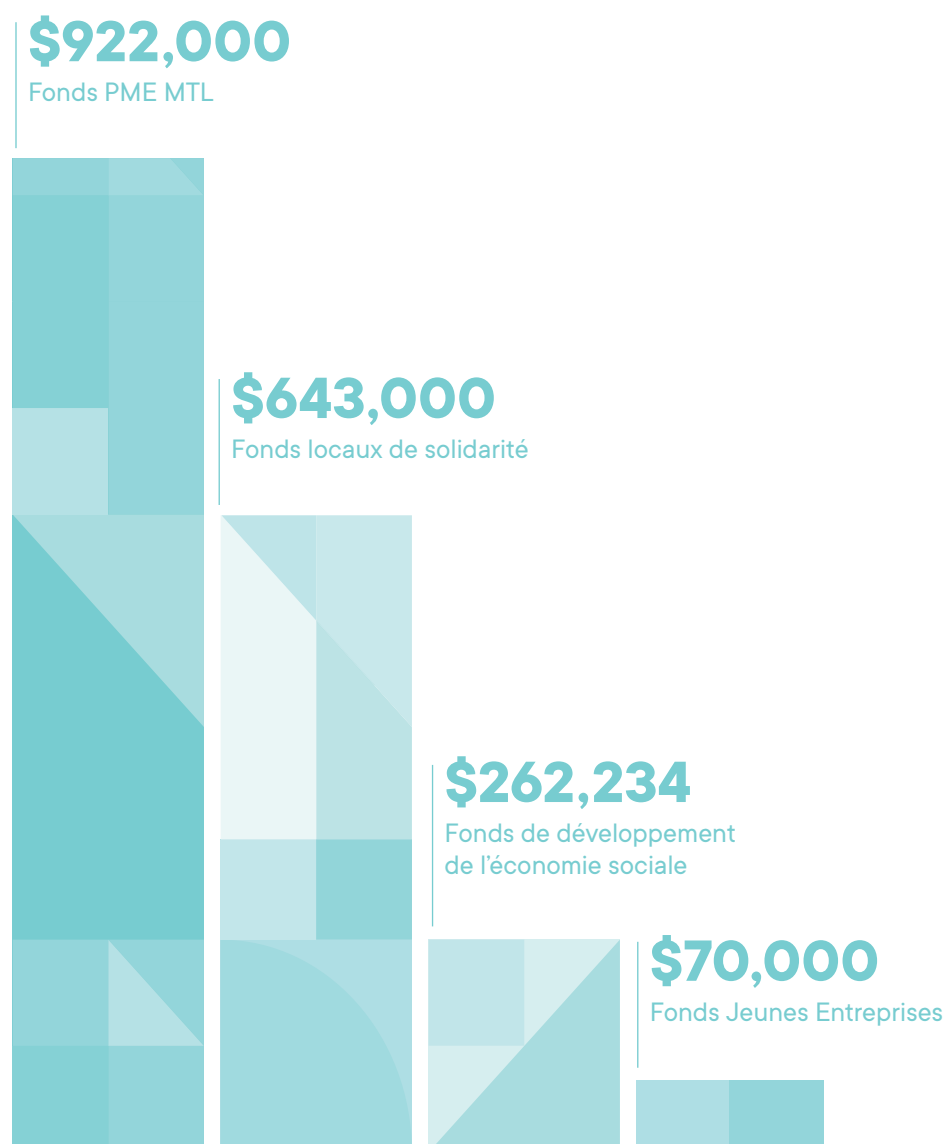
667

developers met
(including 191 women)



Bellatrix

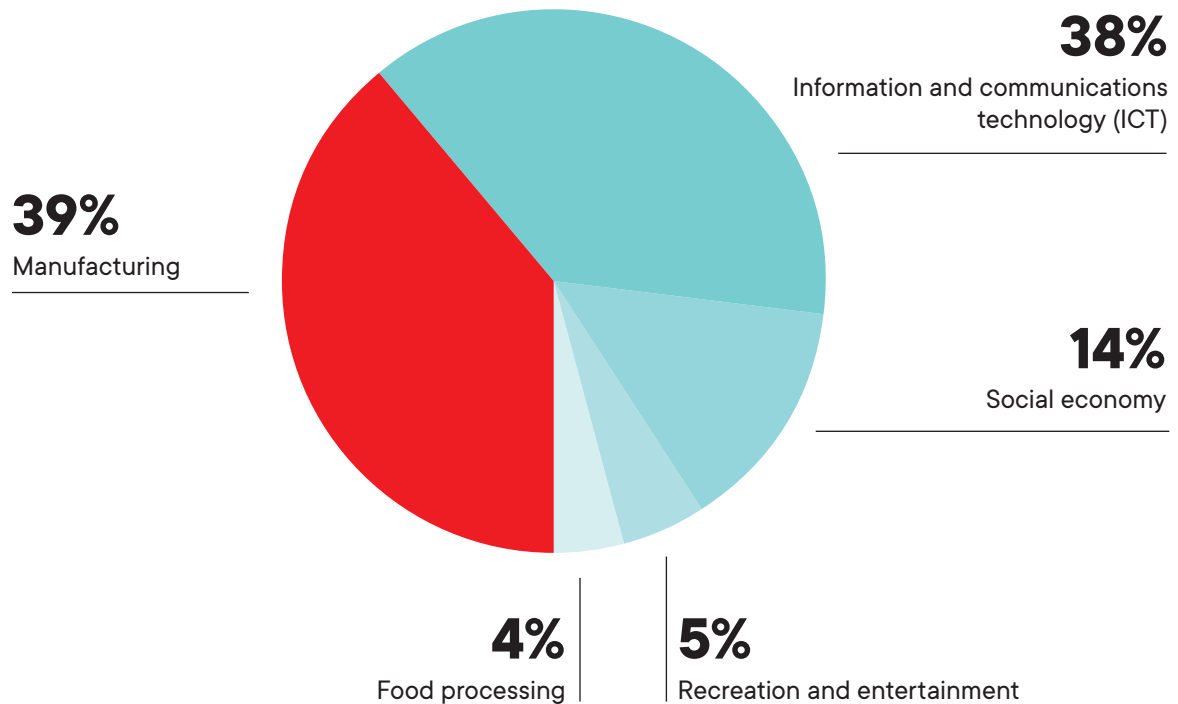
Financing breakdown



The financial assistance granted to **20 projects** with loans of **\$1.6 million** and subsidies of **\$330,000** helped create or maintain **218 jobs** in the territory

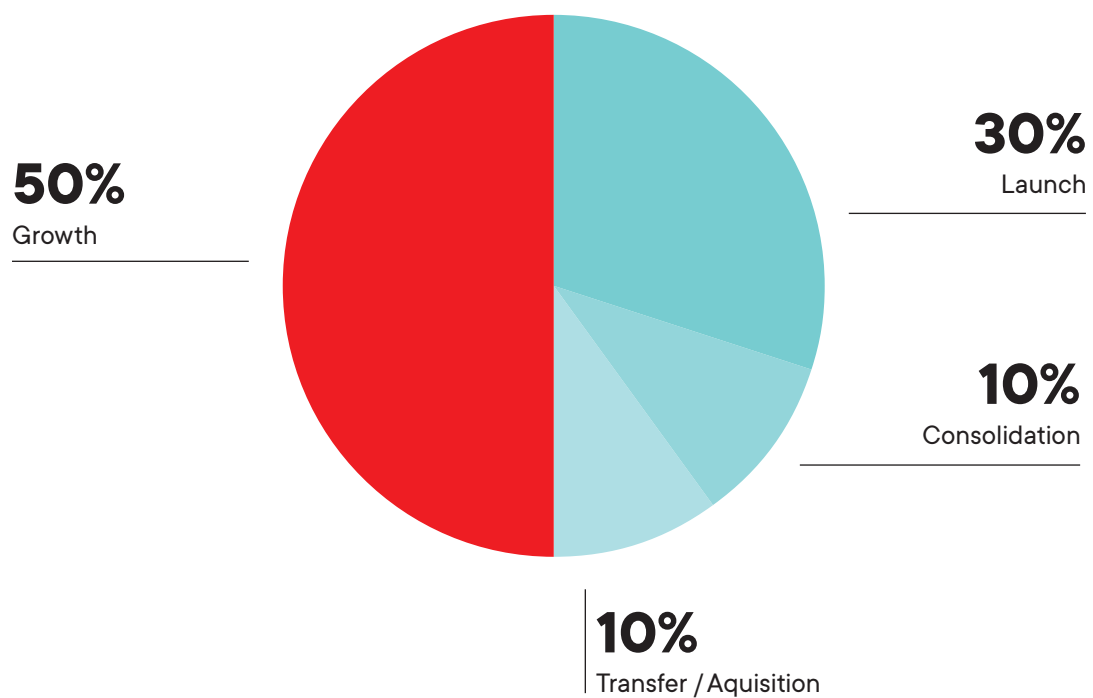
More than
\$1.9M
in financial assistance granted to projects
totalling investments of more than
\$7.7M

Financing breakdown by industry



The businesses supported by PME MTL West-Island operate primarily in the manufacturing and information and communications technology industries. They obtained **77% of the financing granted in 2018**.

Stages of financed businesses



Survival rate of financed businesses



Investments generated according to business status (\$millions)

**Existing
businesses**



\$7M

Start-ups



\$1M

Financed businesses

Anyon Systems Inc. \$235,000
anyonsystems.com

PME FLS JE

ARA Robotique Inc. \$215,000
ara-uas.com

PME FLS JE

Camp de jour le Pheonix de Lachine \$35,000
centre-de-loisirs-lachine.com

FDES

Cemar Electro Inc. \$75,000
cemarelectro.com

PME FLS

Centre Bienvenue \$11,398
centrebienvenue.org

FDES

Centre de Loisir de Lachine \$15,000
centre-de-loisirs-lachine.com

FDES

Clinique Connexion \$10,000
cliniqueconnexion.org

FDES

Corporation des Bijoutiers du Québec \$27,500
cbq.qc.ca

FDES

GRAME \$50,000
grame.org

FDES

Lachine Lab - l'Auberge Numérique \$13,000

FDES

**50% OF
FINANCED
BUSINESSES
ARE IN THE
GROWTH
STAGE**

PME	Fonds PME MTL	JE	Fonds Jeunes Entreprises	JEC	Fonds Jeunes entreprises collectives
FLS	Fonds locaux de solidarité Montréal	FDES	Fonds de développement de l'économie sociale	CRE	CRÉAVENIR

Le Trois-Mâts troismats.com	\$35,000	FDES
Les Maîtres Gaufrriers Inc. (Gaufrabec) gaufrabec.ca	\$60,000	PME FLS JE
Marché Ste-Anne marchesainteanne.ca	\$7,336	FDES
Precimold precimold.com	\$400,000	PME FLS
West Island New Horizon Band westislandnh.com	\$8,000	FDES
XYPPER Software Inc. xypper.com	\$65,000	PME FLS JE
Zoo Ecomuseum zoocomuseum.ca	\$50,000	FDES

**30% OF FINANCED BUSINESSES
ARE IN THE START-UP STAGE**



BetaBloc



Zoo Ecomuseum

Support for local initiatives

More than **\$22,575** in contributions to business community initiatives.

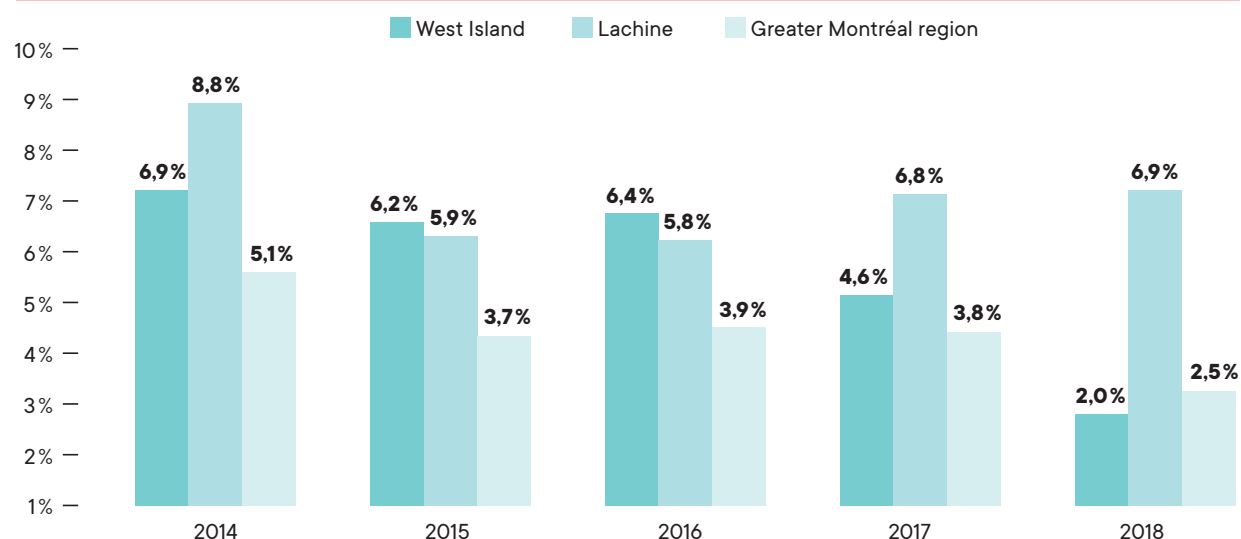
Contributions

\$2,500	Partage Action (West Island Community Shares) Rouge et Blanc benefit evening
\$500	AJOI (Action Jeunesse De L'Ouest-de-L'Île) Poker tournament benefit evening
\$1,000	Partage Action (West Island Community Shares) Salon de Vins, Bières et Spiritueux Ouest-de-l'Île benefit evening
\$2,500	Salle Pauline-Julien Series: Cabaret de la Relève
\$6,000	Chambre de commerce de l'Ouest-de-l'Île / West Island Chamber of Commerce Les Accolades Gala
\$2,500	Productions Multi-Sens Lachine Voisinâges street theatre project
\$2,500	Chambre de commerce de l'Ouest-de-l'Île Mtl/West Island Chamber of Commerce 21 st edition of the Discover the Stars Gala
\$425	Fondation de l'Hôpital général du Lakeshore – LGH Foundation Golf tournament
\$1,600	Chambre de commerce de l'Ouest-de-l'Île Mtl/West Island Chamber of Commerce Golf tournament
\$400	Cadres Disponibles / Executives Available 40 th anniversary celebration
\$2 000	Centre Option – Prévention T.V.D.S Génération ELLES program
\$500	Lori.biz 4 th edition of the Fashion Networking Event: Entrepreneurship with style
\$300	R.A.L.I (Regroupement des gens d'affaires de Lachine Inc.) Annual oyster party benefit evening



Industrial real estate in the West Island

Industrial building vacancy rate in the West Island: 2014-2018



2018, a Banner Year for Montréal and West Island Industrial Real Estate

In 2018, the Greater Montréal Metropolitan area performed very well economically in a slowing global economy. The year proved to be a record one for industrial real estate because of sustained demand for industrial buildings resulting in a 42.6% decrease in industrial space availability, compared to a decline of 7.2% in 2016 and 11.6% in 2017 (CBRE, 2019: 1). This performance has resulted in a lack of industrial properties for sale or lease to satisfy demand, asking net lease rates have risen, and developers are now considering construction of industrial facilities on speculation.

This incredible level of performance in the industrial sector is mirrored in West Island and Lachine industrial vacancy rates; in the first quarter of 2016, the West Island industrial vacancy rate

stood at 6.4%, but by the fourth quarter of 2018, the rate fell to a record-low of 2.0%. During the same period, Lachine saw fluctuations in its industrial vacancy rate, but improved to 6.9% by the fourth quarter of 2018 (Colliers International, 2014-2018).

The principal reason for the impressive results is that the American economy remained dynamic throughout 2018, posting a GDP growth rate of 2.2% in 2017, eventually rising to a forecasted 2.9% in 2018 (Fédération des Caisses Desjardins, 2018: 7). The strong American economy also helped lift the worldwide level of economic vibrancy at a time when important key economies were slowing, notably, China's, mainly due to the US-China trade dispute (Coy, 2018:3).

Sources :

CBRE. 2019.	"L'année en rétrospective : Épuisement de l'offre." <i>Aperçu du marché</i> , T4, 2018.
Colliers International. 2014-18.	<i>Industrial Market Reports</i> . 2014-2019.
Coy, Peter. 2018.	"A Strong U.S. Economy Will Boost Global Growth in 2019" <i>Bloomberg Businessweek</i> , November 13, 2018.
Fédération des Caisses Desjardins.	"Les fondamentaux de la politique monétaire." Perspectives économique et financières. By Desjardins études économiques, Dec. 19, 2018, Page 7, and "Le ralentissement de l'économie canadienne sera-t-il temporaire?" Perspectives économiques et financières. By Desjardins études économiques, March 25, 2019, page 2.



Bar L'Hôtel-de-ville



Notre-Dame Street

Revitalization program

Renouveau Notre-Dame

In 2015, PME MTL West-Island, in collaboration with the borough of Lachine, launched the Programme Renouveau Notre-Dame. The purpose of this program was to foster the establishment of new commercial enterprises on Notre-Dame Street in Lachine. It offered complete financial and technical support to ensure the success of retailers and lodging and food services businesses that set up shop on Notre-Dame Street, between 6th and 19th avenues.

In December 2018, the Renouveau Notre-Dame program ended. During its existence, 17 new businesses were accepted. They

received financial assistance in the form of grants totalling \$30,000 and also benefited from the consultancy services offered by PME MTL West-Island.

We wish to thank all the participants, the Renouveau Notre-Dame committee, the borough of Lachine and PME MTL West-Island for helping to make the program to revitalize Notre-Dame Street in Lachine a great success by fostering the opening of new businesses. Keep up the good work!

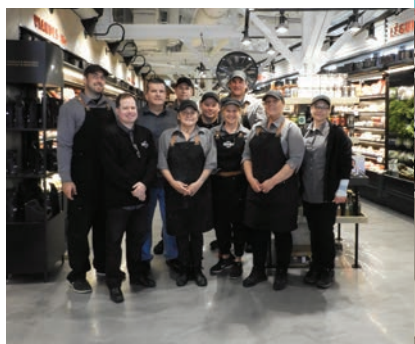


Bébé Glup

17
businesses
set up shop on
Notre-Dame Street



Univers de combat (Leone1947)



Marché Station Angus



STBK pour enfants

More than
53
jobs created

\$510,000
in grants



Le Trois-Mâts

Activities

Breakfast conference series

On a regular basis, PME MTL West-Island holds breakfast conferences in its offices on various topics of interest to entrepreneurs in the territory. Offered free of charge, these sessions are a good opportunity for participants to network with their peers and to expand their circle of acquaintances.



2018 Events

Appreciation evening

On February 21, at the Club Dôme in Kirkland, an appreciation evening was held for PME MTL West-Island clients and partners. Close to 100 guests participated in the event, which brought together clients, partners, members of the Board of Directors, mayors and municipal councillors from West Island cities, towns and boroughs.

West Island of Montreal Chamber of Commerce Accolades Gala

PME MTL West-Island is proud to have been associated with this prestigious event, which took place in May at the Marriott Terminal Aéroport de Montréal, by sponsoring the High Technology & Innovation category. We salute and congratulate ROOT Data Center, the winner in this category. A special mention to the six organizations that we supported over the past few months which were among the finalists in their category: Anyon Systems Inc. – High Technology and Innovation, Beta Bloc Climbing/Escalade – Small Business, Labrosse Microbrewery – Small Business, Anyon Systems Inc. – Small Business, Action Jeunesse de l'Ouest-de-l'Île (AJOI) – Community Service, Carrefour d'Entraide Lachine – Community Service, Centre Bienvenue – Community Service. Several members of the team, Alexandre Dion, John Burrascano and Terry Pampena, were among the organizers and jury members who participated in the selection process.

Move

In September, PME MTL West-Island moved to new premises in Dorval. Still on the Trans-Canada Highway, we are now located east of des Sources Boulevard. In a space that is about 200 m² bigger than before, we now have a guest lounge, two conference rooms, numerous offices as well as a common work area.

Open House

On November 20, PME MTL West-Island held an "Open House" evening in its new premises. Close to 140 guests participated in this special event, which brought together entrepreneurs, partners, members of the Board of Directors, mayors and municipal councillors from West Island cities, towns and boroughs, as well as provincial and federal elected officials. The official ribbon-cutting ceremony took place in the presence of the Mayor of Dorval, Mr. Edgar Rouleau, the

chairman of the Board of Directors, Mr. Roger Morin, the Executive Director of PME MTL West-Island, Mr. Nicolas Roy, and the MNA for Robert-Baldwin and Official Opposition Critic for Finance, Mr. Carlos J. Leita.

L'Apéro-Réseau PME MTL

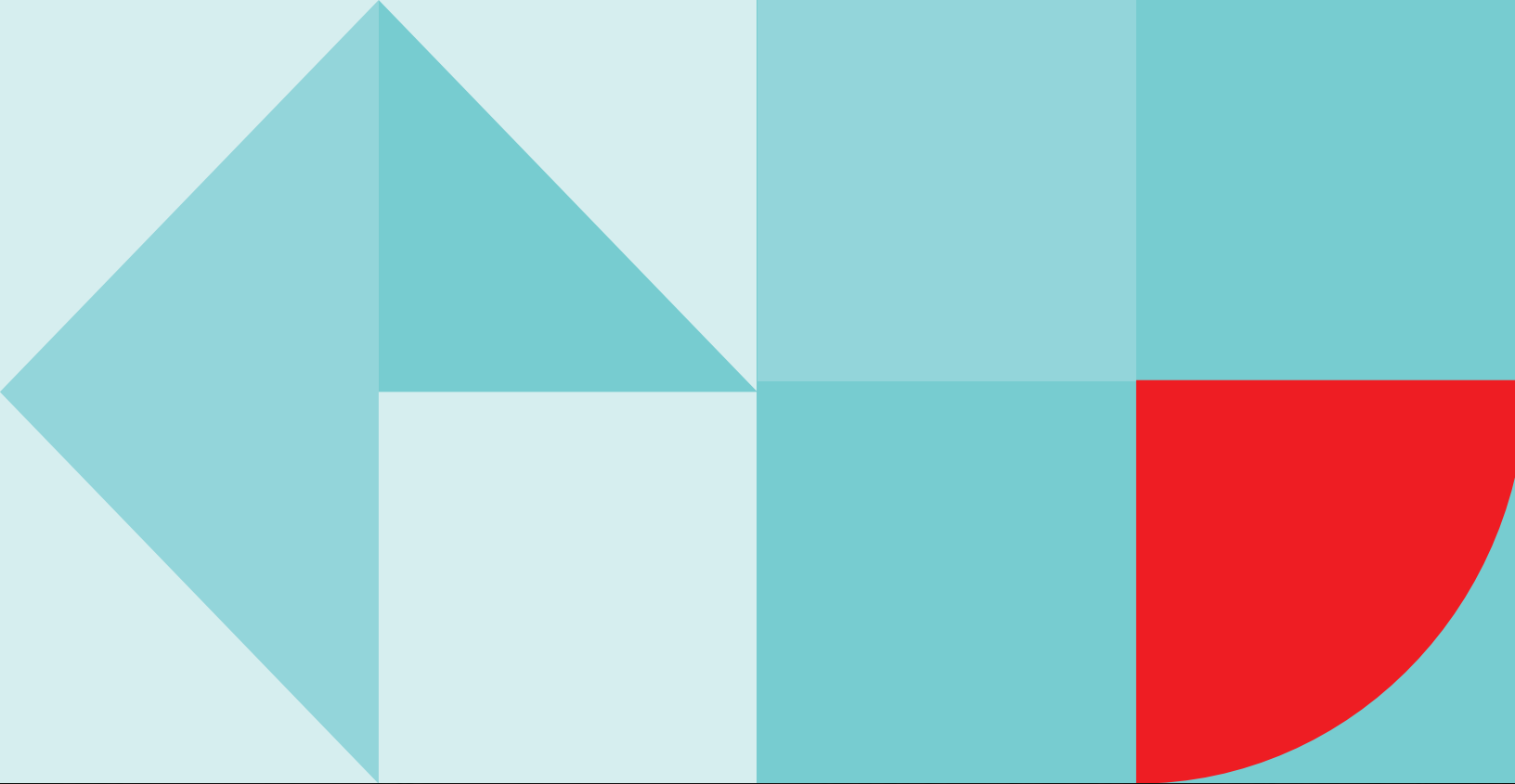
The second edition of Apéro-Réseau PME MTL was held on November 14 at Ausgang on Plaza St-Hubert, a chance to celebrate Global Entrepreneurship Week. In a friendly and relaxed atmosphere, more than 300 entrepreneurs participated in this event, a perfect opportunity for a gathering of the entrepreneurs supported by the six service hubs of the PME MTL network.



PME MTL West-Island at the heart of its ecosystem

On the ground each day, in continual contact with businesses in the territory, our team offers a constant presence working with the organizations that make up our ecosystem.

- PME MTL Committee
- CESIM – PME MTL Committee
- Table des partenaires de l'Ouest-de-L'île
- West Island of Montreal Chamber of Commerce (WIMCC) Accolades jury
- AGA CCOIM
- 2018 WIMCC Accolades Gala
- Salon Stratégies PME
- Salon Expo Entrepreneur
- Start-Up Fest
- C2 Montréal
- Rencontre des Urbanistes du West-Island
- AGA Montréal International
- Congrès de l'APDEQ
- Startup Canada Awards
- CAPRE – MTL Data Summit
- Canada-EU Free Trade – St-Laurent Chamber of Commerce
- Convention Québec France
- Grande rencontre des entrepreneurs JCCM
- Forum stratégique "Montréal: animée par l'international"
- Fundica Road Show
- Sommet international du repreneuriat
- Finale Innov Inc.
- John Abbott College Foundation golf tournament
- RALI golf tournament
- WIMCC golf tournament
- Lakeshore Hospital Foundation golf tournament
- Biocro 2018
- Federal Strategy on Innovation and Growth for the Quebec Regions CED Round Table 1
- Accélérer Montréal
- CORIM: Panel Économie mondiale
- Social Entrepreneurship – John Abbott College & CEGEP Gérald-Godin
- Techstars Montreal AI Accelerator



ROOT Data Center – Winner in the High Technology & Innovation category



Job placement service

PME MTL West-Island offers, in partnership with Emploi-Québec, a free coaching service for unemployed persons. This service offered to job seekers aims to respond quickly to their needs by identifying job opportunities that match their skills, while putting them in touch with employers for placement purposes.

The job placement service offers eligible candidates the following services:

- Individual meetings with career management consultants
- Résumé and LinkedIn profile optimization
- Preparation, advice and tips for job interviews
- Submission of job applications to employers

74%
of participants
placed in jobs



Labrosse Microbrewery

90
businesses
visited



Contur Cabinet

300
jobs posted



Kizmet



Centre d'entraide Lachine

Recruitment services offered to West Island businesses

We work in partnership with businesses in our territory to better understand recruitment and retention obstacles and strategies.

Benefits

- Access to a skill management system to promote jobs and build a database of potential candidates
- Increase the number of connections with community resources and knowledge of market trends
- Provide access to a team of human resources experts to help you improve your recruitment strategies and your corporate culture

Events

- Recruitment for students
- Recruitment for persons 55+
- Recruitment for Transco
- Recruitment on the first Wednesday of the month
- Recruitment for manufacturers

PME MTL West-Island – Our people

Team (at April 30, 2019)

Office of the Executive Director

Nicolas Roy
Executive Director

Tarek Namour
Industrial Commissioner

Administration

Joanne Fabien
Administrative Assistant

Marie-Paule Brunelle
Executive Secretary

Christine Legault
Commercial Development
Commissioner

Alison Birss
Consultant, Retail Start-Ups

Bert Fraser
Consultant, Start-Ups

Communications

Marisa Ramondo
Consultant, Communications
and Marketing

Shant Kancachian
Consultant, Social Economy

Benoit Guillemette
Consultant, Start-Ups

Business Services

Jacques Brisson
Director – Special Services to
Businesses

Jean Archambault
Director – Financing

Nathalie Robitaille
Director – Commercialization
and Innovation

Alexandre Dion
Industrial Commissioner –
Business Development

John Burrascano
Industrial Commissioner –
Real Estate

Job Placement Service

Andrea Lane
Director – Job Placement Program

Teresa Pampena
Career Management Consultant –
Job Placement Program

Linda Lee
Coordinator – Job Placement
Program

Board of Directors (at December 31, 2018)

As a non-profit organization, PME MTL West-Island is overseen by a Board of Directors. Composed of territory representatives, the Board ensures the smooth functioning of the West Island area.

Executive Committee

Roger Morin, President
Roger Morin & Associés

Robert Eiser, Vice-President
Aliments ED Foods

André Laparé, Treasurer
Management Consultant

Edgar Rouleau, Secretary
Mayor of the City of Dorval

Directors

Maja Vodanovic
Mayor of the borough of Lachine

Christian Dubois
Onix International

Diane Gibb
Marketing à la Carte

Michel Gibson
Mayor of the Town of Kirkland

John Halpin
Collège John Abbott

Sonia Lalonde
Marguerite Bourgeous School
Board

Jean-René Paquette
Paquette et Associés Avocat inc

Yves Perreault

Desjardins Entreprises Ouest de
Montréal

Yves Picard

Carrefour jeunesse emploi de
l'Ouest-de-l'Île

John Belvedere

Mayor of the City of Pointe-Claire

Maria Tutino

Mayor of the Town of Baie-D'Urfé

Ex officio members

Alex Bottausci
Mayor of Dollard-des-Ormeaux

Georges Bourelle
Mayor of Beaconsfield

Julie Brisebois
Mayor of Senneville

Yves Gignac
Delegate of Jim Beis, Mayor of the
borough of Pierrefonds- Roxboro

Normand Marinacci
Mayor of the borough of Île
Bizard-Sainte-Geneviève

Non-voting members

Martine Ethier
Ville de Montréal

Nicolas Roy
PME MTL West-Island

Members of the 2018 Joint Investment Committee

Roger Morin
Roger Morin & Associés

Robert Eiser
Aliments ED Foods

Edgar Rouleau
Mayor of the City of Dorval

André Laparé
Management Consultant

Yves Perreault
Desjardins Entreprises Ouest
de Montréal

Pierre Arsenault
Fonds de Solidarité FTQ

Martin Cayer
Fonds de Solidarité FTQ

Partners

PME MTL West-Island is part of the PME MTL network, whose mandate is made possible thanks to the financial contribution of the Ville de Montréal and of the Government of Québec. The partners of the PME MTL network contribute to the support offered to Montréal entrepreneurs.





At the Open House, in the new premises of PME MTL West-Island.

PME MTL West-Island
pmemtl.com/west
info.wi@pmemtl.com

1675, autoroute Transcanadienne
Bureau 301
Dorval, QC H9P 1J1
T 514 426-2888
F 514 316-3485

CCoordination and writing
Marisa Ramondo
Consultant, Communications & Marketing

Graphic design
Art direction
Agence Featuring

Graphics
François Hiron

Photographies
Myriam Baril-Tessier
Christian Gonzalez
Marisa Ramondo
Bruno DesRosiers

©PME MTL West-Island May 2019 Legal
deposit: Bibliothèque et
Archives nationales du Québec 2019
Legal deposit: Library and Archives
Canada 2019

PME MTL, the support network for Ville de
Montréal businesses

Montréal 

Québec 