

Annual Report 2019





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Committees	
Partners	


A word from the Chairman of the Board and the Executive Director

Ladies, Gentlemen,

PME MTL West-Island is proud to present its results for the fiscal year ending December 31, 2019. PME MTL West-Island is always there to perform its role as a leader and catalyst in the economic life of the territory and once again fully played its role as a front-line service to support West Island businesses and entrepreneurs.

Until recently, economists and the media noted the strength of our economy, as illustrated by the widespread labour shortage. Our territory was no exception, having even experienced a historically low industrial building availability rate in 2019. This trend saw a sharp reversal with the arrival of the coronavirus disease pandemic, and we are acutely feeling the turbulence of the economic slowdown that began in the last weeks of the first quarter of 2020.

Although many businesses are currently affected by the slowdown, we note that visionary, well-positioned and vigilant companies have managed to adjust in order to minimize the impact of the crisis and even take advantage of new business opportunities. In the current environment, the interventions of PME MTL West-Island are more crucial than ever to encourage, facilitate and support the establishment and expansion – and even the survival – of businesses in our territory. In the twelve months of fiscal 2019, more than \$3.2 million in financial assistance was given to businesses – a record – and more than 1,500 interventions of all kinds were carried out by the PME MTL West-Island team. The contribution of the seven new members of the team, hired with additional funding from the Réflexe Montréal Framework Agreement, was clearly significant in achieving these excellent results.



**[...] the interventions of
PME MTL West-Island are more
crucial than ever to encourage,
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establishment and expansion
– and even the survival –
of businesses in our territory.**

Here we would like to take a few lines to thank everyone who, again this year, worked directly or indirectly with PME MTL West-Island, starting with the team of professionals who are the lifeblood of our organization. We wish to underscore their level of maturity and cohesion and recognize the high quality of their work. We are also indebted to the volunteers who are active on the board of directors, the executive committee and the various investment committees that revolve around PME MTL West-Island. Thanks to their efforts, we are always well connected to the realities, priorities and challenges of the harmonized development of our region.

The year 2020 will likely be forever marked by the profound damage caused by the mandatory confinement measures imposed to contain the spread of COVID-19. PME MTL West-Island will be on the front line, in

particular through its interventions as part of the emergency assistance program for SMEs, in order to best support businesses in our territory so that they can take full advantage of the economic recovery when the pandemic ends.

In closing, a special thank you to the various partners who work with us, including the mayors and members of the various municipal and borough councils that make up the West Island.

In these difficult economic times, your support and your involvement are more essential than ever.



Roger Morin
Chairman of the Board of Directors

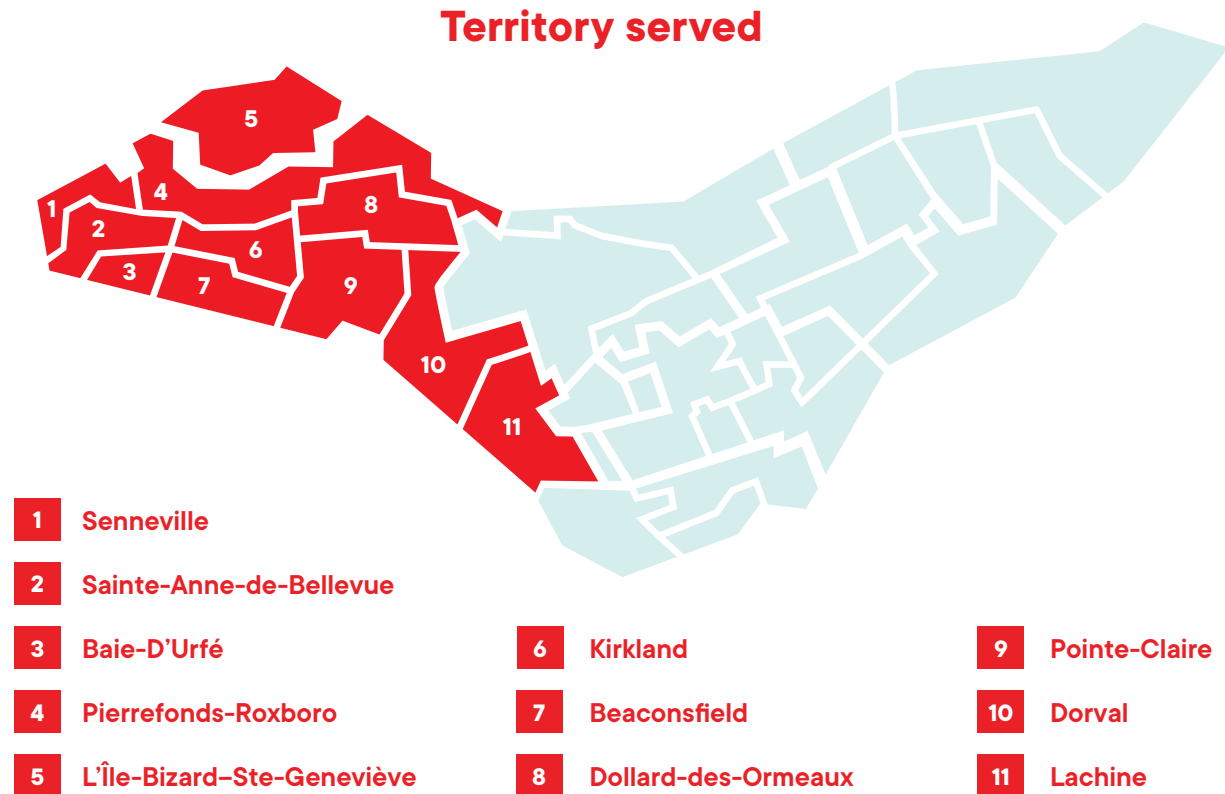


Nicolas Roy
Executive Director



Anyon Systems

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, its unique quality of life, and 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.



Microbrasserie Labrosse

Services for businesses

Support

PME MTL West-Island is committed to the success of each for-profit or social economy business project. Our experts offer entrepreneurs support to propel their entrepreneurial projects.

- Information and orientation
- Consultancy services
- HR management support
- Referral to partners or specialized organizations

Training

In partnership with the École des entrepreneurs du Québec, training and workshops are offered to Montréal entrepreneurs in a stimulating learning environment conducive to exchanging entrepreneurship best practices.

**Businesses financed by
PME MTL West-Island in the
past 5 years have a survival
rate of**

92%

Financing

PME MTL West-Island has numerous funds tailored to the needs of Montréal entrepreneurs. These funds serve as levers to help start-ups and growing companies obtain other sources of financing, while helping maintain jobs in the territory of Montréal.

Fonds PME MTL

Loan of up to \$300,000 to support Montréal businesses.

Fonds locaux de solidarité

Loan of up to \$100,000 to support Montréal businesses.

Fonds de développement de l'économie sociale

Subsidy of up to \$50,000 to support social economy initiatives.

Subvention Jeunes Entreprises

Subsidy of up to \$15,000 for the next generation of entrepreneurs.

CRÉAVENIR

Line of credit and subsidy of up to \$20,000 to support young entrepreneurs.

Fonds Jeunes Entreprises collectives

Up to \$23,000 in subsidies and loans for community-based businesses.

Fonds INNOGEC

Subsidy of up to \$15,000 to cover the professional fee expenses of social economy businesses.

Fonds ADM / 375 idées

A loan of \$7,500 at an attractive rate to support young Montréal entrepreneurs.

New specialized funds to stimulate business growth

Fonds Entrepreneuriat commercial

Subsidy of up to \$25,000 to support the establishment and growth of commercial businesses and support e-commerce projects.

Fonds Commercialisation des innovations

Loan of up to \$150,000 and subsidy of up to \$25,000 to help businesses carry out different phases of their commercialization project.

Fonds Accélérateurs et incubateurs universitaires

Subsidy of up to \$20,000 to support businesses in a university accelerator or incubator in Montréal.

Fonds Développement industriel et durable

Subsidy of up to \$50,000 to stimulate or accelerate innovation and the implementation of sustainable development practices in companies in the manufacturing sector.

In addition to these new funds, in 2019 the Ville de Montréal rolled out new specialized services in the PME MTL network, strengthening the support offered to Montréal businesses.

For more details on the new services and funds rolled out throughout the PME MTL network, please see the document 2019 Results - PME MTL.

To learn the terms of use of our funds, visit:
pmemtl.com/financement





**More than \$3.2 million
in financial assistance
given to projects totalling
investments of more
than \$17.3 million**

La Fabrique Essentielle

2019 Results



Geo History Map

1 503
interventions

565
jobs created
or maintained

\$98.5M
in investments
generated



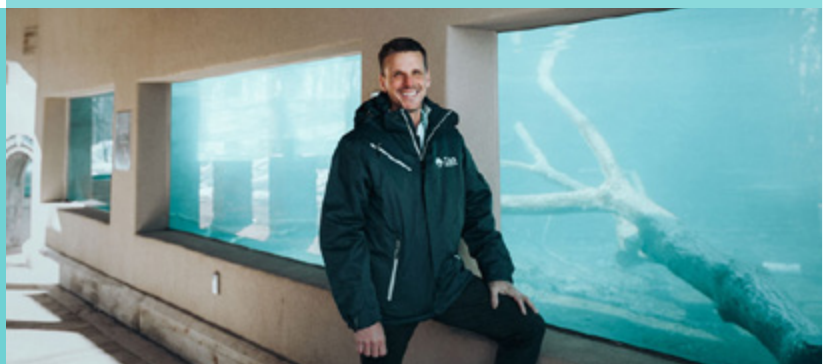
Precimold Kamek



Ara Robotics

604
entrepreneurs assisted

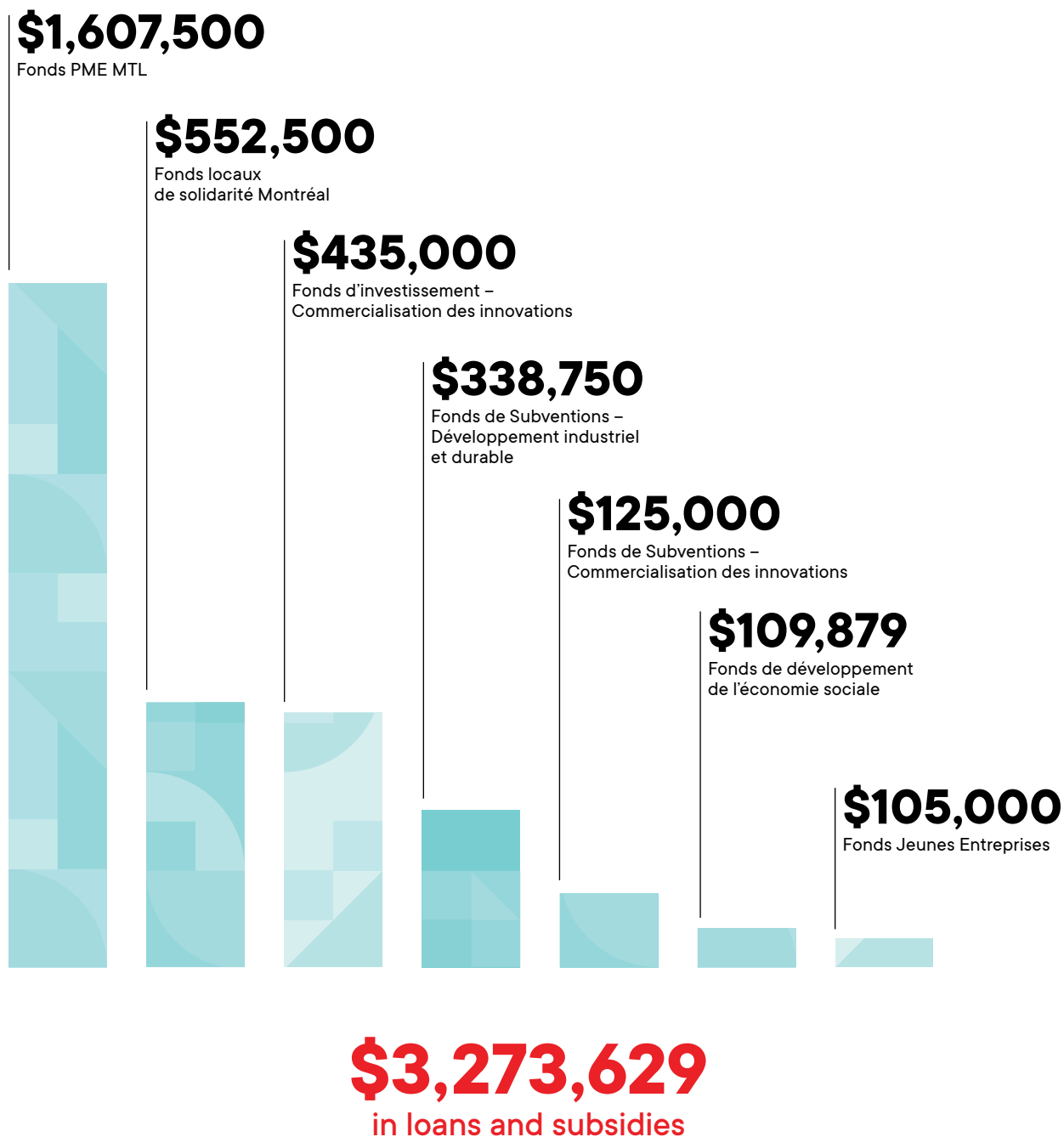
67
projects
supported



Zoo Ecomuseum

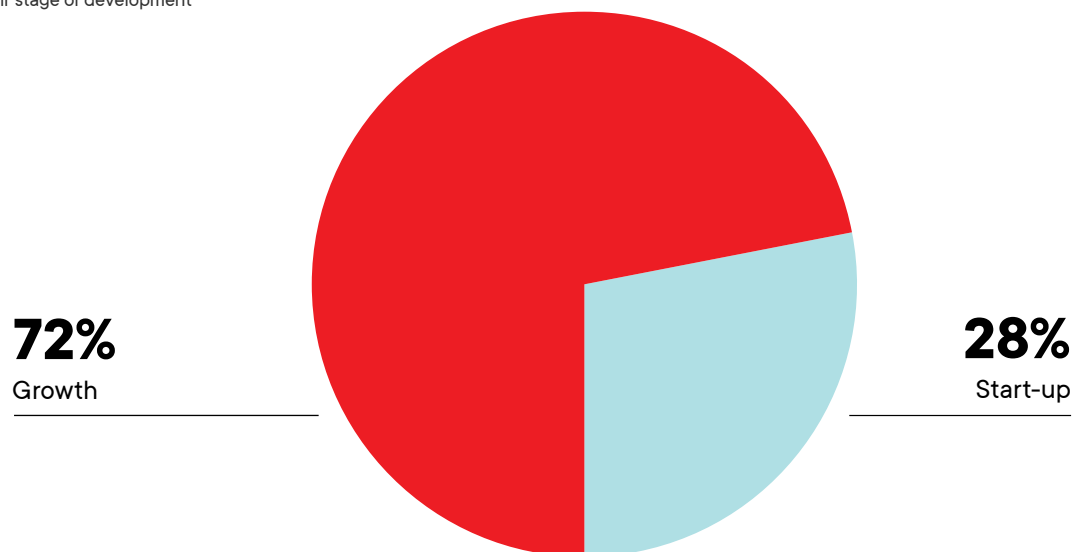
Financing breakdown

In 2019, PME MTL West-Island authorized **\$5,246,550** and disbursed **\$3,273,629**.
Here is the breakdown by fund of the amounts disbursed in 2019.

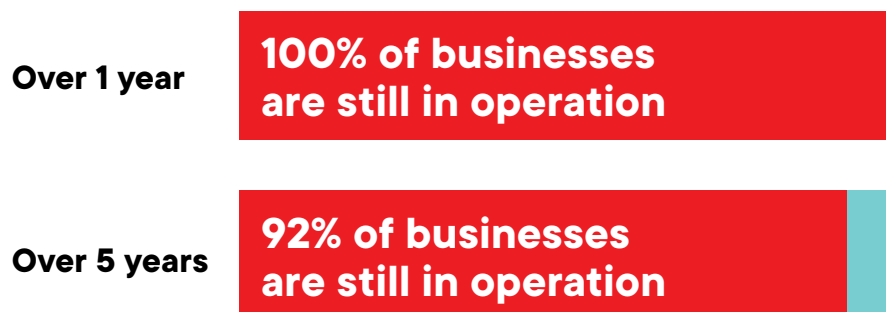


Stage of development of financed businesses

The chart shows the breakdown of financed businesses according to their stage of development



Survival rate of financed businesses



Investments generated according to business status (\$millions)

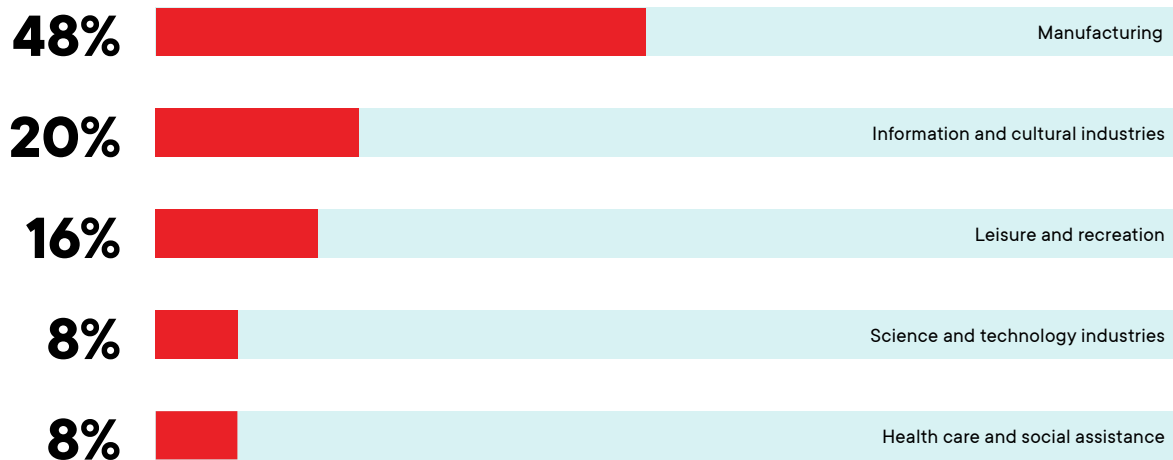
**Existing
businesses**

\$2,1M

Start-ups

\$1.1M

Sectors of activity of financed businesses

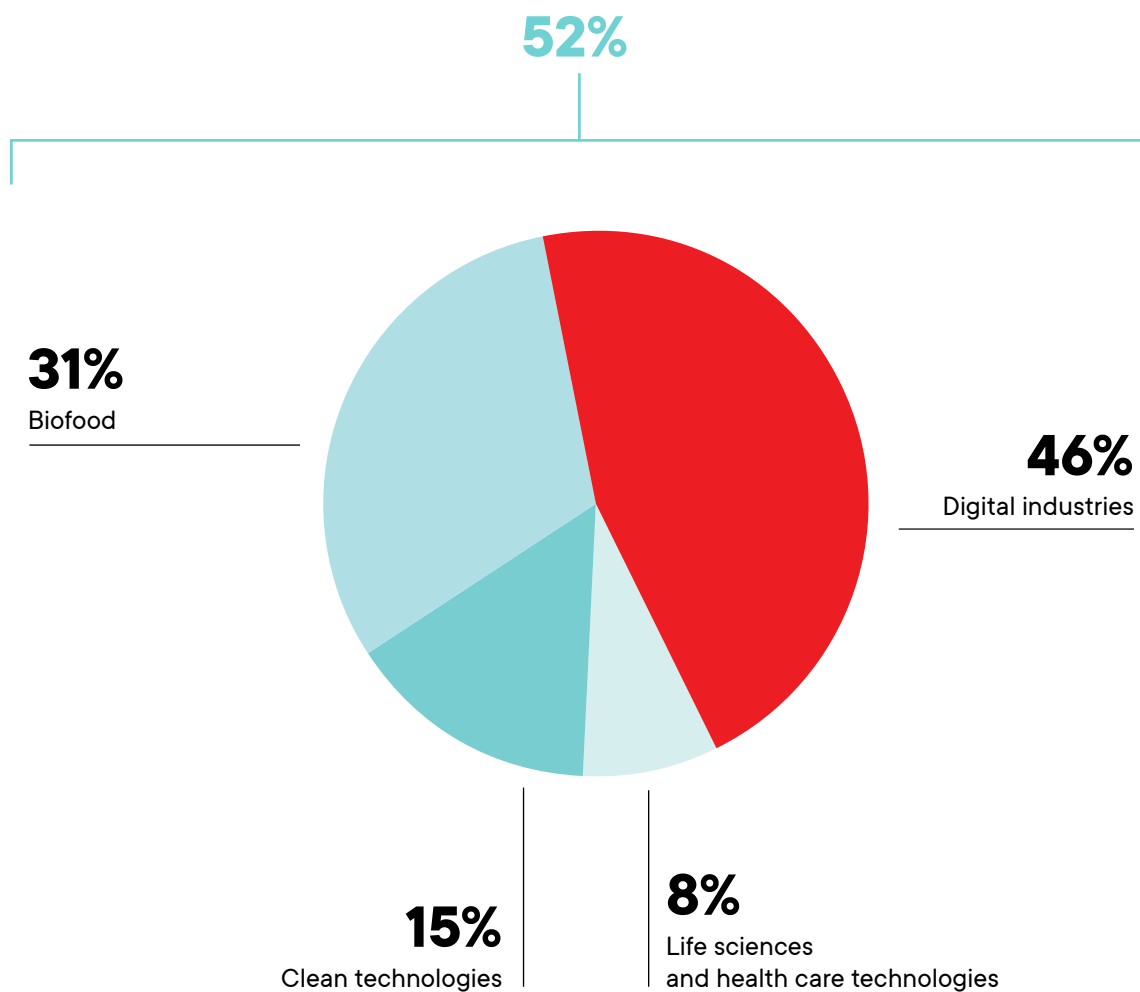


High-potential sectors

Among the businesses sectors listed on page 13 of this report, 52% are considered to operate in sectors identified by the Ville de Montréal as having high potential.

The Ville de Montréal's economic development strategy aims to foster growth in all sectors of Montréal's economy. However, high-potential sectors will enable the city to be ahead of the curve and more competitive. These sectors are:

- Biofood
- Creative and cultural industries
- Digital industries
- Life sciences and health care technologies
- Clean technologies
- Transportation and mobility



Financed businesses

CI	Fonds Commercialisation des innovations	FDES	Fonds de développement de l'économie sociale	PME	Fonds PME MTL
CRE	CRÉAVENIR	FLS	Fonds locaux de solidarité Montréal		
DID	Fonds Développement industriel et durable	JE	Fonds Jeunes Entreprises		

La Fabrique Essentielle

lafabriqueessentielle.com

JE DID PME FLS

Warp Solutions Inc.

lets-warp.com

PME CI JE

Geo History Map

geohistorymap.com

PME FLS CI JE

KISSoccer

kissoccer.com

PME FLS JE

Mogile Technologies

mogiletech.com

PME FLS CI

Cemar Electro Inc.

cemarelectro.com

PME FLS

Precimold Kamek

kamek.com

DID

100Env

100env.com

PME FLS

Unimanix

unimanix.com

PME FLS DID

CFXperts

cfxpert.com

PME FLS JE

We Cook

wecookmeals.ca

PME FLS DID

MedHelper

medhelper.com

PME JE

M3 Touch

m3touchinc.com

PME CI

Centre de Loisirs Lachine

centre-de-loisirs-lachine.com

FDES

Raw Vitality

raw-vitality.com

DID

GRAMÉ

grame.org

FDES

Dymedso

dymedso.com

DID

Zoo Écomuseum

zoocomuseum.ca/en

FDES

REYN Systems Inc.

reynsystems.com

PME JE DID

Centre Kizmet

wiaih.qc.ca

FDES

Anyon Systems

anyonsys.com

PME CI DID

Centre Famille & Ressource

centrefamille.com

FDES

ARA Robotics

ara-uas.com

PME CI DID

Kettlebell Club

kettlebellclub.ca

CRE

Les Aliments Morehouse

morehousefoods.ca

DID



Geo History Map

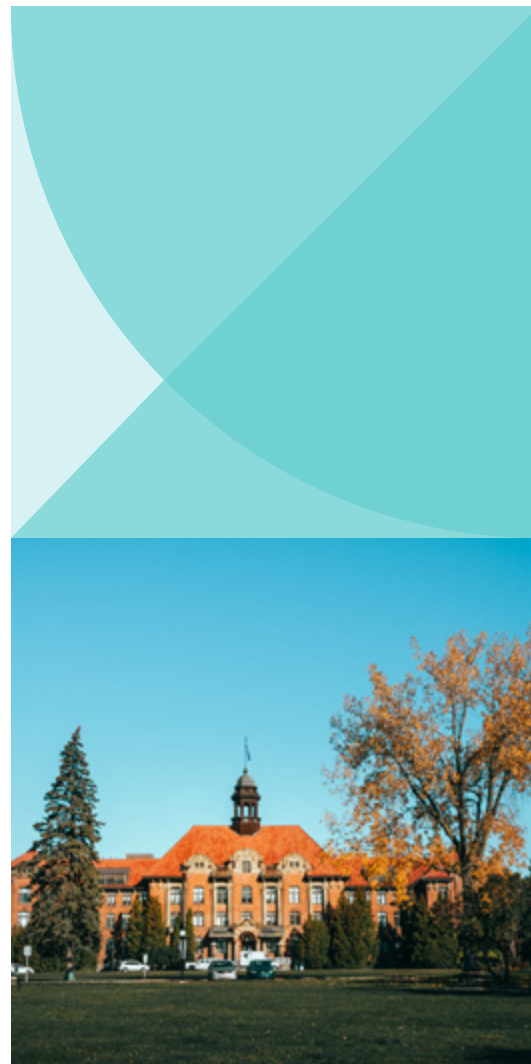
Local Involvement

Funds to support local initiatives

\$2,500	Salle Pauline-Julien
\$2,500	John Abbott College Foundation
\$2,500	West Island of Montreal Chamber of Commerce

Partenariats

\$10,000	West Island Community Shares
\$1,000	AJOI (Action Jeunesse de l'Ouest-de-l'Île)
\$7,900	West Island of Montreal Chamber of Commerce





Les biscuits de Josie

Contests and Events

Activities

Breakfast Conference Series

Conferences on various topics of interest to entrepreneurs in the territory are held regularly at our offices. These free sessions offer participants a great opportunity to network with their peers and broaden their knowledge.

President's Club

The President's Club is a select multisector SME club that brings together, once a month, entrepreneurs who discuss various management subjects.

Events

Press conference of the Ministère du Travail, de l'Emploi et de la Solidarité Sociale

On September 9, 2019, the Ministère du Travail, de l'Emploi et de la Solidarité Sociale and the Minister responsible for the Mauricie region, Mr. Jean Boulet, announced at our offices an investment of **\$1,458,900** for the year 2019-2020 via the PME MTL network. He was accompanied by the MNA for Sainte-Rose and Parliamentary Assistant to the Premier for Relations with English-Speaking Quebecers, Mr. Christopher Skeete, as well as the Montréal Executive Committee member responsible for economic and commercial development, housing and design, Mr. Robert Beaudry.

5@8 Entrepreneurs

On September 18, 2019, PME MTL celebrated the entrepreneurial successes of the year at a 5@8 at Le Cicchetti bar. A great event attended by no fewer than 70 entrepreneurs who contribute to the network's reputation.

Accolades Gala of the West Island of Montreal Chamber of Commerce

PME MTL West-Island sponsored once again the High Technology & Innovation category of the Accolades Gala, an event celebrating members of the West Island business community.

We congratulate the following businesses which were finalists in their categories and which received support from our experts for their start-up or their growth:

- **100ENV (Manufacturing)**
- **ABO VAS (Community Service)**
- **AMCAL (Community Service)**
- **Aloré Design (Export, Manufacturing)**
- **AWN Nanotech (High Technology & Innovation*
Sustainable Development)**
- **Executives Available Inc. (Human Resources)**
- **Groupe 3DM (Distribution)***
- **Aesus (Human Resources)**
- **Mogile Technologies (High Technology & Innovation,
Small Business*)**
- **MultiRecycle (Sustainable Development, Business Service)***
- **Pole Air Aviation Inc. (Export)**
- **Precise Warehousing (Distribution)**
- **Raw Vitality (Small Business)**
- **Reflex Photonics (Export*, High Technology & Innovation)**
- **Skyline Entourage (Business Service)***
- **VIGI Santé (Human Resources)***

* Winner in its category

Several members of the team – Tarek Namour, Christine Legault, Nathalie Robitaille, John Burrascano and Terry Pampera – were among the organizers and jury members who participated in the selection process.



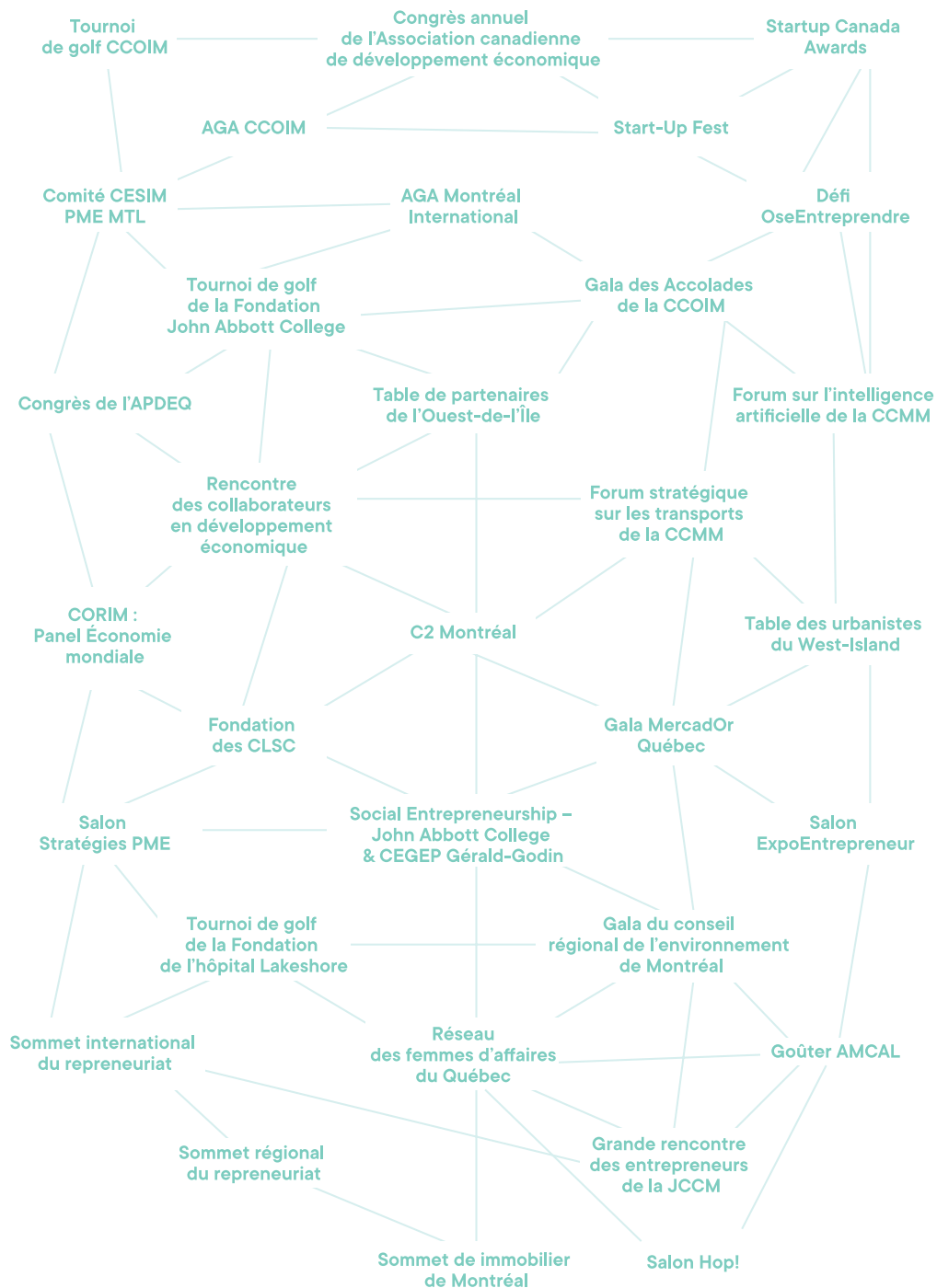
Awn Nanotech



Expo Entrepreneurs 2019

PME MTL West-Island at the heart of the entrepreneurial ecosystem

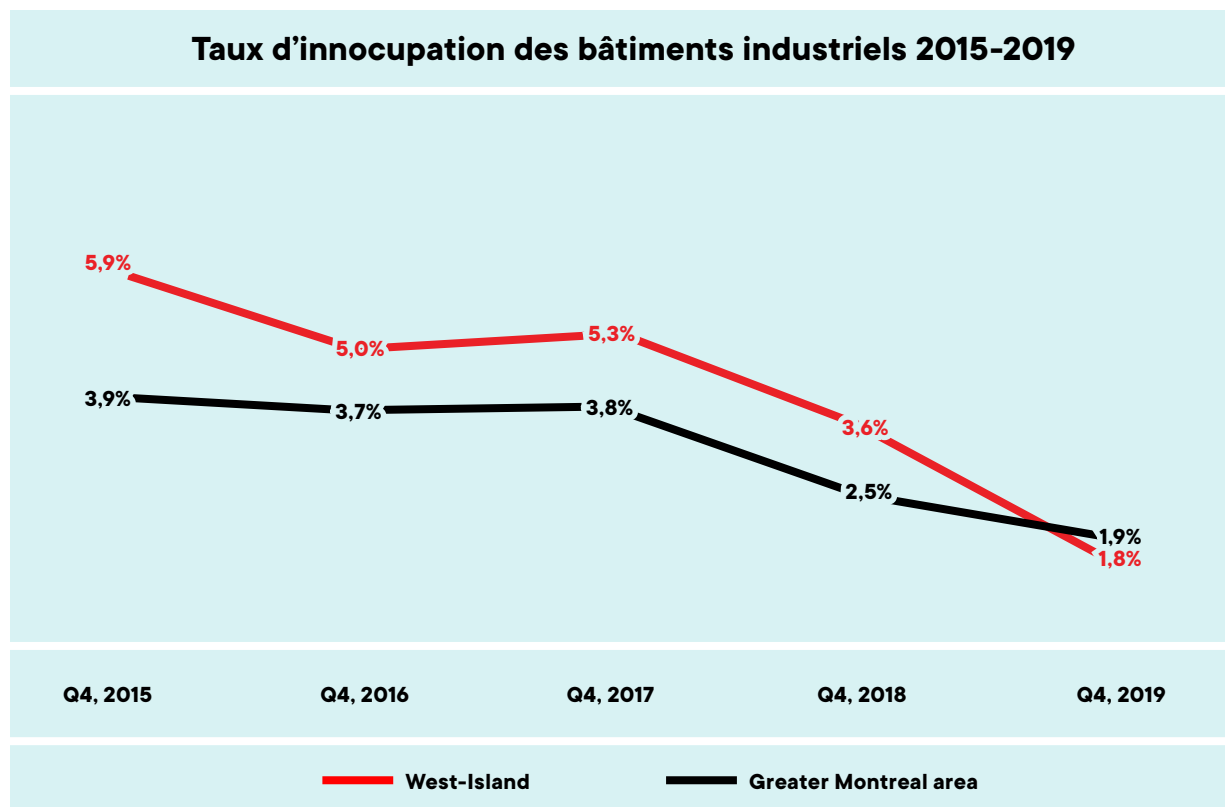
In the field daily, our team provides a constant presence and collaborates with the organizations that make up our ecosystem.



Other Programs

Real Estate

2019, a Super Year for Montréal and West Island Industrial Real Estate



Source: Colliers International. Industrial Market Reports (Tables), 2015-2019.

According to a communiqué issued March 4th, 2020, president and CEO of the Montréal Metropolitan Chamber of Commerce, Michel Leblanc, says the Province of Québec registered the best economic performance in Canada in 2019.

Montréal and its West Island industrial real estate sector experienced an unbelievable 2019. This, in a slower global economic picture caused principally by concerns over the US-China trade dispute.

The outcome of this amazing performance in Montréal's industrial sector caused industrial building stock to plummet sending net rental rates soaring. The purchase price of industrial land and existing buildings also rose sharply.

Therefore, CBRE's Marketview report of Q4, 2019 pegs the sale price of existing industrial buildings in the Greater Montréal Metropolitan Area (GMA) at \$111.24 per square foot, compared to \$67.93 per square foot in Q4, 2017, representing a record 63.8% gain over a two year span. The same report states for the GMA, the average net rental rate for such buildings reached \$6.59 per square foot in Q4, 2019. This figure was \$5.66 per square foot in Q4, 2017, that's a 16.5% increase in two years (CBRE, T4, 2017: 1).

As the GMA's industrial building and leasable space stock dwindled, so did the industrial vacancy rate. As the graph on the previous page shows, in Q4, 2019, Colliers International reported (Q4, 2019) that the GMA enjoyed a vacancy rate of 1.9% compared to 3.9% in Q4, 2015 (Colliers International, Q4, 2015).

The graph also indicates that as the GMA's industrial vacancy rate decreased, so did the West Island's which includes the Lachine industrial park. Hence, the West Island boasted a 1.8% vacancy rate in Q4, 2019 (Colliers International, Q4, 2019) compared to a rate of 5.9% in Q4, 2015 (Colliers International, Q4, 2015), representing a huge drop of 4.1% over the last five years!

The primary reasons for the outstanding results in 2019 were that Québec's provincial economy benefitted greatly from the overall expansion of the US and world economies. Since 2016 in particular, this allowed Montréal's resurgence as the economic engine of the province. The spectacular performance was supported by a very active residential sector, strong labour growth, an industrially diversified economic base, and provincial governmental stimuli, especially, massive investment in public infrastructure projects such as Montréal's new Champlain Bridge, the light rail transit system (REM), the Turcotte interchange project, and important upgrade of existing roads, bridges, and overpasses.

CBRE. "Les acquéreurs ont peu à se mettre sous la dent".
Aperçu du marché – Marché industriel du Grand Montréal, T4 2017.

CBRE. "A year in review: Skyrocketing values, plummeting availability".
Marketview—Montreal Industrial, Q4, 2019.

Colliers International. Industrial Market Reports-Montréal (Tables), 2015-2019.

Leblanc, Michel. "Assistez à la tribune du ministre des Finances, Eric Girard, à la CCMM".
Communiqué de 4 mars, 2020. Chambre de commerce du Montréal métropolitain.



Setting up shop

During 2019, PME MTL West-Island responded to 164 requests for agents and supported 70 companies in their search for:

- Vacant land in industrial or commercial areas for construction purposes
- Office space or industrial buildings for purchase or rental
- Of these, 11 businesses have successfully completed their expansion or relocation projects.

In addition, our experts helped many businesses from outside the territory to set up in the West Island, thus enabling PME MTL West-Island to play a leading role in our economic development. Here are a few examples:

Capcium – 100,000 ft² (Pointe-Claire)

Capcium specializes in the manufacture of softgel capsules for the pharmaceutical, nutraceutical and CBD industries. The company plans to complete construction of its new facilities in Pointe-Claire in 2020.

We Cook – 31,000 ft² (Dorval)

We Cook (formerly Nutrition Fit Plus) offers and delivers a wide range of freshly prepared and personalized dishes, meats and snacks from local sources.

Camionage CP Inc. – 140,560 ft² (Baie-D'Urfé)

Camionage CP Inc. offers transportation and storage services, on-site solutions for recalls (true or mock), quarantine of goods and product destruction and/or recycling with certificate. The company also has an order fulfilment division.

100ENV – 20,000 ft² (Lachine)

100ENV offers individuals, corporations, governments, municipalities and institutions the facilities required for adequate, ethical and suitable recycling.

Merger of Precimold Kamek (Baie-D'Urfé)

Precimold Kamek Inc. offers a full range of turnkey plastic molding services, including design support, tool design and manufacturing, as well as comprehensive secondary operations services. The merger with Kamek has enabled the Cadiac business to fully establish itself in the West Island.

Parcours innovation

To **stimulate SME growth** in Montréal, the city established Parcours Innovation PME to give Montréal entrepreneurs access to **innovative solutions** to the problems encountered by small and medium-sized businesses.

We wish to underscore the participation of two West Island businesses:

- Micom Laboratories
- Mogile Technologies

Circuit 4.0: Industrial firms go digital

Circuit 4.0 is a support program for manufacturing SMEs aimed at rolling out the first stages of their digital transformation in the form of personalized coaching and training offered by specialists:

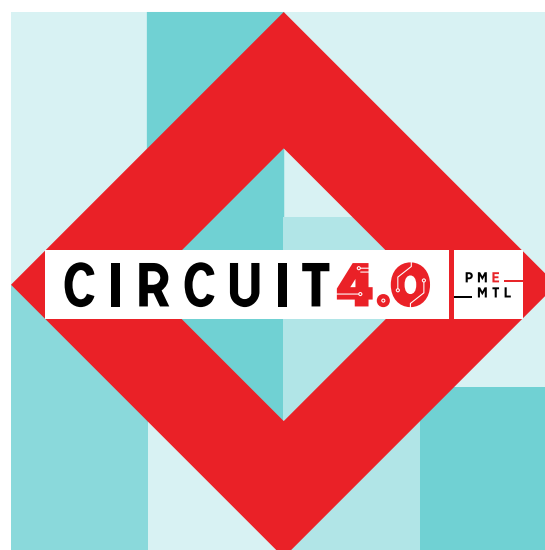
- 30 hours of support with an expert for the development of their digital project
- 5 training sessions on organizing productive resources and managing change in the context of digital transformation
- Design and implementation of a digital plan

This year, the seven companies participating in Circuit 4.0 in 2018 completed the program by rolling out their digital plan. We also worked to set up a second cohort of businesses across the Island of Montréal, which will be formed in early 2020.

The program is made possible thanks to the collaboration of Emploi-Québec, the Ministère de l'Économie et de l'Innovation, and PME MTL, and is now offered to companies supported by five of our service hubs.

The 4 participating companies in the territory:

- Brematech M'Plast
- Weco
- CMR Summit Technologies
- CELL Foods

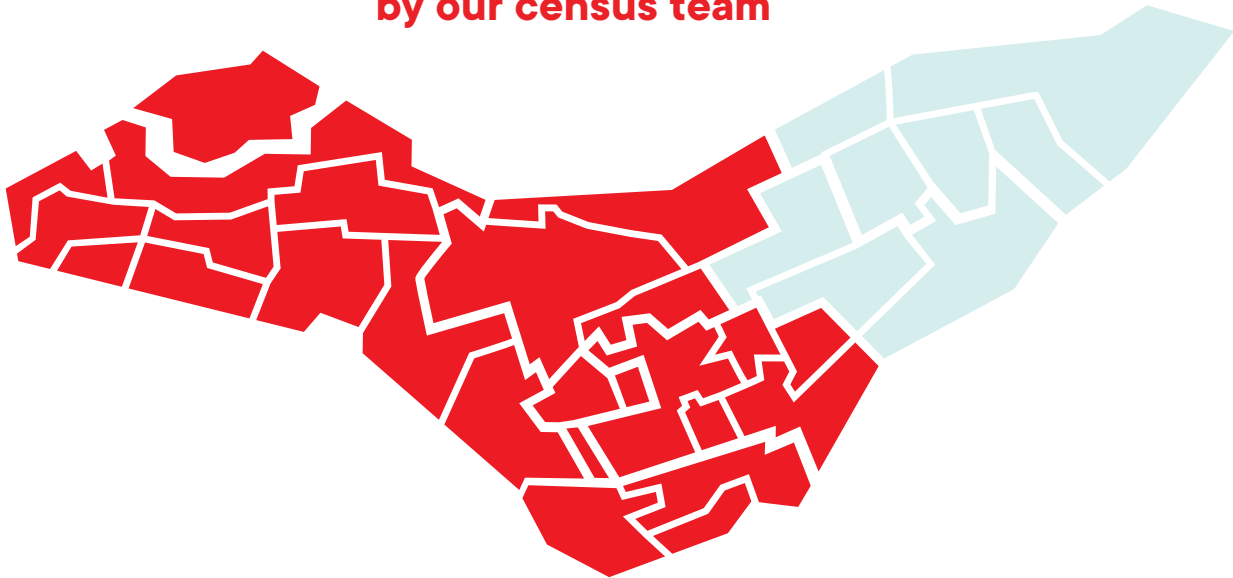




Business Census

- In 2019, the Ville de Montréal launched an extensive business census operation on its territory. Since then, our West Island team has visited more than 3,007 businesses to gather information with a view to enhancing and developing service programs that more closely meet the needs of businesses.
- Although this initiative, once completed, will have a positive impact on the entire territory of Montréal, we are already able to assess its effect in the West Island:
 - Enhanced reputation of PME MTL and its network
 - PME MTL West-Island initiatives in line with the business community on its territory
 - Collaboration with the economic development commissioner of the Ville de Montréal on special projects thanks to this new database.

Territory covered by our census team



3,007
businesses visited



Job Placement Service

PME MTL West-Island offers, in partnership with Emploi-Québec, a free support service for unemployed persons. The service offered to job seekers aims to respond quickly to their needs by identifying opportunities that match their skills and referring them to potential employers.

Service for job seekers

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

Recruitment assistance for businesses

Benefits

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

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

Events

- Recruitment for students
- Recruitment for 55+
- Recruitment for Transco
- Recruitment on the first Wednesday of the month
- Recruitment for manufacturing businesses
- Front-line canvassing in the community
- Recruitment for seniors' residences

“By offering recruitment support for businesses, we improve their chances of maintaining their operations and improving their results, and we contribute to their dynamism.”

**— Nicolas Roy, Executive Director,
PME MTL West-Island**



197
clients

350
individual meetings
with candidates



74%
job placement rate

400
jobs posted

59
businesses
visited



PME MTL West-Island

Our People

Team

Office of the Executive Director

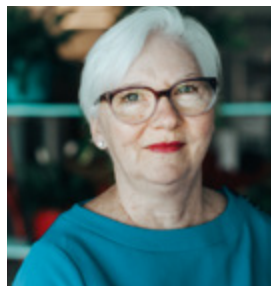


Nicolas Roy
Executive Director

Administration

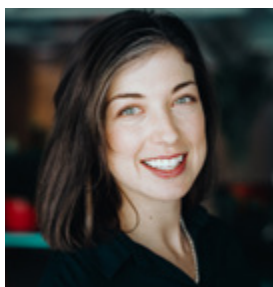


Joanne Fabien
Administrative Assistant



Marie-Paule Brunelle
Executive Secretary

Communications

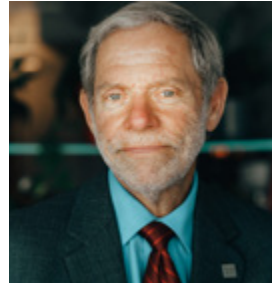


**Marie-Pier
Charette Couture**
Communications Officer

Services



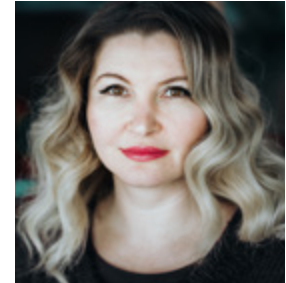
Jacques Brisson
Director – Special Services
to Businesses / Industrial
Commissioner



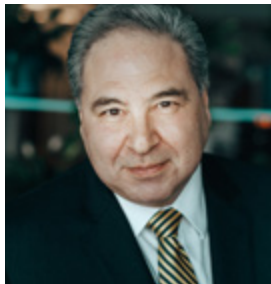
Jean Archambault
Director – Financing /
Industrial Commissioner



Nathalie Robitaille
Commercialization and
Innovation Director



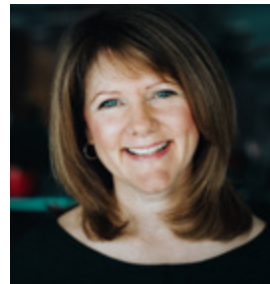
Leila Aliyeva
Industrial and Sustainable
Development Commissioner



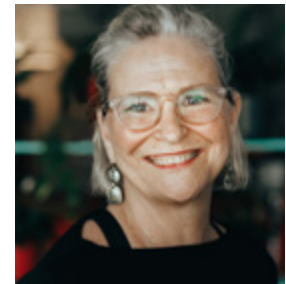
John Burrascano
Industrial Commissioner –
Real Estate



Tarek Namour
Industrial Commissioner



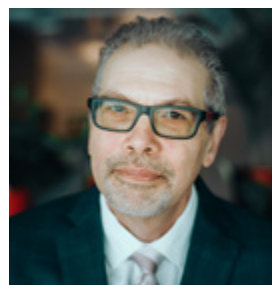
Christine Legault
Commercial Development
Commissioner



Alison Birss
Consultant, Retail Start-ups



Bert Fraser
Consultant, Business
Start-ups



Shant Kancachian
Consultant, Social Economy



Benoit Guillemette
Consultant, Business
Start-ups

Business Census



Wendy Dignowity
Census Consultant

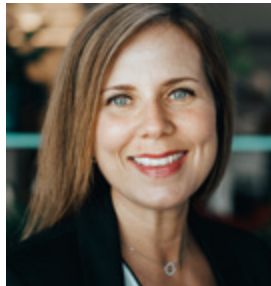


Pino Tallarico
Business Census Officer

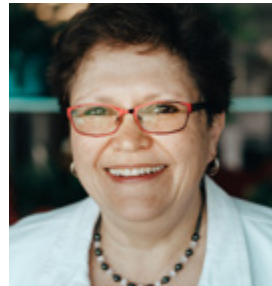
Job Placement Service



Andrea Lane
Director – Job Placement
Service Program



Teresa Pampena
Career Management
Consultant – Job Placement
Service Program



Linda Lee
Coordinator – Job
Placement Service Program

Voting Members

Roger Morin (Chair)

Roger Morin CPA

Robert Eiser

(Vice-Chair)

Aliments Luda

Christian Dubois

Onix International

Diane Gibb

Marketing à la Carte

Edgar Rouleau (Secretary)

Mayor of the City of Dorval

Elena Laudi

IG Wealth Management

John Belvedere

Mayor of the City of Pointe-Claire

Jean-René Paquette

West Island of Montreal Chamber
of Commerce

Maja Vodanovic

Mayor of the Borough of Lachine

Michel Gibson

Mayor of the Town of Kirkland

Maria Tutino

Mayor of the Town of Baie-D'Urfé

Philippe Gribbeauval

CÉGEP Gerald-Godin

Sabrina Moisan

Desjardins Business
West of Montreal

Sonia Lalonde

Commission scolaire
Marguerite-Bourgeoys

Yves Picard

Carrefour Jeunesse Emploi
de l'Ouest-de-l'Île

Ex-officio Members

Alex Bottausci

Mayor of the City of Dollard-des-
Ormeaux

Dimitrios (Jim) Beis

Mayor of the Borough
of Pierrefonds-Roxboro

Georges Bourelle

Mayor of the City of Beaconsfield

Julie Brisebois

Mayor of the Village of Senneville

Paola Hawa

Mayor of the City of Sainte-Anne-
de-Bellevue

Normand Marinacci

Mayor of the Borough of L'Île-Bizard-
Ste-Geneviève

Nicolas Roy

Executive Director of
PME MTL West-Island

Véronique Gerland

Representative of the office of the
Director of the Economic Development
Department of the Ville de Montréal

Members of the Joint Investment Committee

Yves Perreault
Desjardins Business Centre

Annie Baribeau
RBC Royal Bank

Nicolas Roy
Executive Director of
PME MTL West-Island

Edgar Rouleau
Mayor of the City of Dorval

Roger Morin
Roger Morin CPA

*** This committee currently
has an empty seat**

Robert Eiser
Luda Foods

Pierre Arseneau
United Steelworkers

Members of the Social Economy Committee

Roger Morin
Roger Morin CPA

Caroline Tison
Canadian Pension & Benefits Institute

Chantal Carrier
Treasurer and Chair of the Fund
Distribution Committee, West Island
Community Shares

Yves Picard
Carrefour Jeunesse Emploi de
l'Ouest-de-l'Île et de Lachine

Nathalie Chapman
Community services retiree

Partners

PME MTL West-Island is part of the PME MTL network, whose mandate is made possible by the financial contribution of the Ville de Montréal and the government of Québec. PME MTL network partners help support Montréal entrepreneurs.

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Ville de Montréal
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