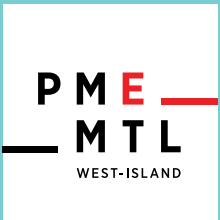


# 2020 Annual Report





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Legal deposit: Bibliothèque et Archives  
nationales du Québec, 2020



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**Roger Morin**  
Chairman of the board

*Thanks to our team of experts, who literally redoubled their efforts from the first days of the pandemic, we were able to financially support nearly 300 companies to the tune of \$12,7M*



**Nicolas Roy**  
Executive Director



# Introductory Message

Dear colleagues, partners and members of our community,

PME MTL West-Island is proud to present its results for the fiscal year ending December 31, 2020.

The newspaper Les Affaires published an article on April 13, 2021 entitled: "PME MTL's crazy year." And what a year it was!

On March 13, 2020, the entire economy of Quebec was put on hold. Businesses then found themselves in uncharted territory and many turned to PME MTL West-Island to find answers to their questions. The governments of Quebec and Canada quickly put their trust in the expertise of the PME MTL network by entrusting it respectively with management of the Emergency Assistance Program for Small and Medium-Sized Enterprises (PAUPME) and the Regional Relief and Recovery Fund (RRRF) in order to quickly and efficiently respond to the exceptional needs of SMEs.

Relying on the adaptability and autonomy of its team, PME MTL West-Island showed great agility by adapting its service offer to the reality of its clientele. Thanks to our team of experts, who literally redoubled their efforts from the first days of the pandemic, we were able to financially support nearly 300 companies to the tune of \$12.7 million, i.e. about four to five times the volume of activity of a so-called "normal" year for our territory. For the emergency funds alone, close to \$10 million in financial assistance was distributed in 2020.

We would like to sincerely thank all the team members as well as the volunteers on the Board of Directors who made these results possible.

Like 2020, the year 2021 will undoubtedly be just as difficult, with continued disruption in many sectors resulting in profound, if not irreversible, changes. However, the long-awaited post-pandemic return to normal and the accompanying economic recovery herald better days. With the agility that has always characterized it, the team of experts at PME MTL West-Island will once again devote all its energy to providing companies with personalized support to foster their success in a constantly changing and highly uncertain business world.

We are confident in the future. The strong, unflagging resilience demonstrated by many businesses over the past few months promises a booming entrepreneurial post-pandemic for the West Island.

We Cook

**We Cook**

We Cook

We Cook

We Cook





# Profile of PME MTL West-Island



## The West Island: a place where ideas come to life

A vast, extensively developed area, the West Island has it all: a strong entrepreneurial community, unique industrial specializations and a skilled, bilingual workforce.

Our businesses are part of a dynamic ecosystem with eight technology poles innovating daily and propelling our SMEs. Our strong community spirit also contributes to the growth of our local businesses.

**Our investors, entrepreneurs and managers will tell you: the West Island has the necessary resources to start a business or launch a new project!**

## Objectives

To support the creation and growth of businesses in our territory for a resilient, job-creating economy.

## Mission

In 2020, PME MTL West-Island played a vital role in the development and economic recovery of the West Island and our mission has never been more relevant. Hundreds of private and social economy businesses in our territory used our support, financing and training services, but above all, they needed an organization that had their best interests at heart.

Throughout the year, our experts advised and helped entrepreneurs and managers to better navigate their new reality, whether it was to maintain their operations, start up, or grow their business.

# 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
- Retail
- Social Economy
- Commercialization of innovations
- Export Market Development
- Industrial and Sustainable Development
- E-Commerce Logistics



Les Aliments Morehouse



## 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

### 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.

## Funds created to spark business development

### Fonds Accélérateurs et incubateurs universitaires

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

### Fonds de 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.

## 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.

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

To find out more about our funds, visit: [pmemtl.com/financing](https://pmemtl.com/financing)

A man with short brown hair and a light beard, wearing a bright blue button-down shirt and grey trousers, stands with his arms crossed. He is positioned in front of a large window that looks out onto a cityscape with various buildings and a white railing. The lighting is bright, suggesting daytime.

*Startup owners can often get lost inside their own business. The team's knowledge and insights helped us gain a fresh perspective. Their guidance has proven to be very valuable at a time where we're are short on resources.*

—  
**Shawn Painter**  
Cashflow.io







# COVID-19

## Emergency funds

The COVID-19 pandemic is unprecedented and has made itself felt in Montréal's entrepreneurial community. Some companies have transformed their operations to meet the needs created by the crisis, others have chosen to join forces by merging, while some have had to close their doors.

PME MTL has always worked towards the same goal: to support Montréal entrepreneurs. In the context of the health crisis, PME MTL continues to be a reference for local businesses.

### A unified network to cope with adversity

Entrepreneurs discovered that their service hub is part of a strong network bringing together more than 140 experts dedicated to serving Montréal entrepreneurs. Their combined knowledge and expertise enabled the network to become even more impactful in this time of crisis.

*PME MTL West-Island guided me through all the steps of the Virage Numérique program. Consequently, we obtained a subsidy that will enable us to improve our POS and considerably enhance its efficiency.*

—  
**Nicole MacDuff**  
Manoir Kanisha



Manoir Kanisha

**Manoir Kanisha**

Manoir Kanisha

Manoir Kanisha

Manoir Kanisha



In the context of the COVID-19 pandemic, the governments of Canada and Quebec have worked with the City of Montreal to support businesses in the metropolis. In 2020, they entrusted the management of various emergency funds to the PME MTL network.

PME MTL has always worked towards the same goal: to support Montréal entrepreneurs. In the context of the health crisis, PME MTL continues to be a reference for local businesses.

### Government of Canada

The government of Canada, through the auspices of Canada Economic Development for Quebec Regions, mandated the PME MTL network to manage the Regional Relief and Recovery Fund (RRRF), resulting in the granting of \$30 million in assistance for Montréal businesses.

### Government of Quebec

PME MTL was also entrusted with administering the Emergency Assistance for Small and Medium-Sized Businesses (EASMSB) program in support of Montréal SMEs. This program also included an Assistance for Businesses in Regions Under Maximum Alert (ABRUMA) component.

A total of \$70 million was earmarked for Ville de Montréal through this program, which was managed by the PME MTL network.

### Ville de Montréal

Ville de Montréal enhanced the fonds Entrepreneuriat commercial, adding the COVID-19 Retail Business Consolidation component and a total of \$2 million. An additional \$1.7 million was also added to the Social economy development fund

# 262

businesses received emergency assistance

# \$9.7M

in emergency loans and subsidies  
granted by PME MTL West-Island

#### **A unified network to cope with adversity**

Entrepreneurs discovered that their service hub is part of a strong network bringing together more than 140 experts dedicated to serving Montréal entrepreneurs. Their combined knowledge and expertise enabled the network to become even more impactful in this time of crisis.



## Regional Relief and Recovery Fund (RRRF)

Emergency financial assistance of up to \$40,000

**\$2,1M**  
granted

**60** businesses in all sectors combined

## Emergency Assistance Program for Small and Medium-Sized Enterprises (PAUPME)

Emergency assistance of up to \$50,000 and loan forgiveness of up to 80% under the Assistance for Businesses in Regions Under Maximum Alert program (AERAM)

**\$7,4M**  
granted



**176** projects received emergency assistance

**40%** of the businesses are in the accommodation and food services sector

## Retail businesses consolidation due to COVID-19 program(FCAC)

A non-repayable contribution up to a maximum of \$10,000

**\$214,100**  
granted



**26** businesses used this grant to carry out a business project for the consolidation or resumption of their activities

# 2020 Results

1,404

interventions

222

jobs created  
or maintained

585

supported  
businesses



Cunninghams Pub



Capcium

\$13,5M

in economic spinoffs

27

financed  
projets



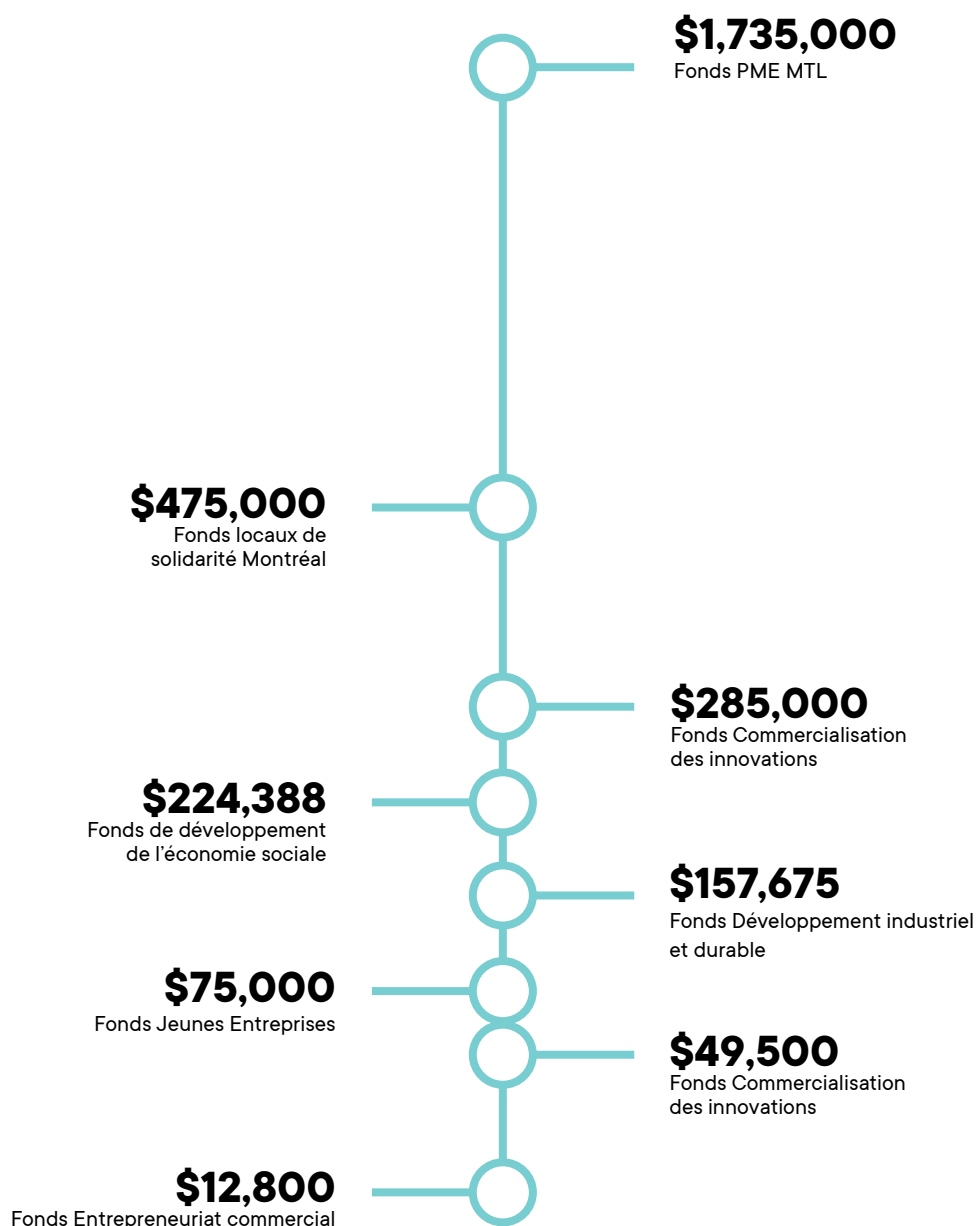
La Fabrique Essentielle

\*Excluant les fonds d'urgence présentés aux pages précédentes.



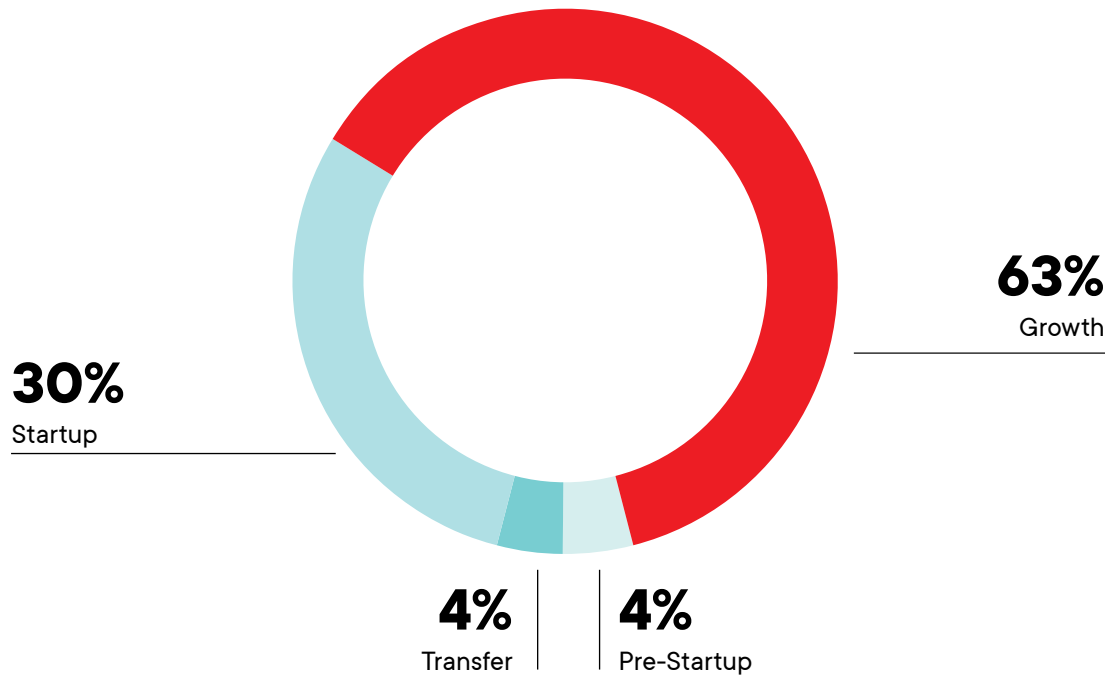
## Financing breakdown

In 2020, PME MTL West-Island disbursed **\$3,014,363** via these funds, i.e. **\$2,727,175** in loans and **\$287,188** in subsidies. Furthermore, the authorized funds generated **\$13,500,064** in economic spinoffs.



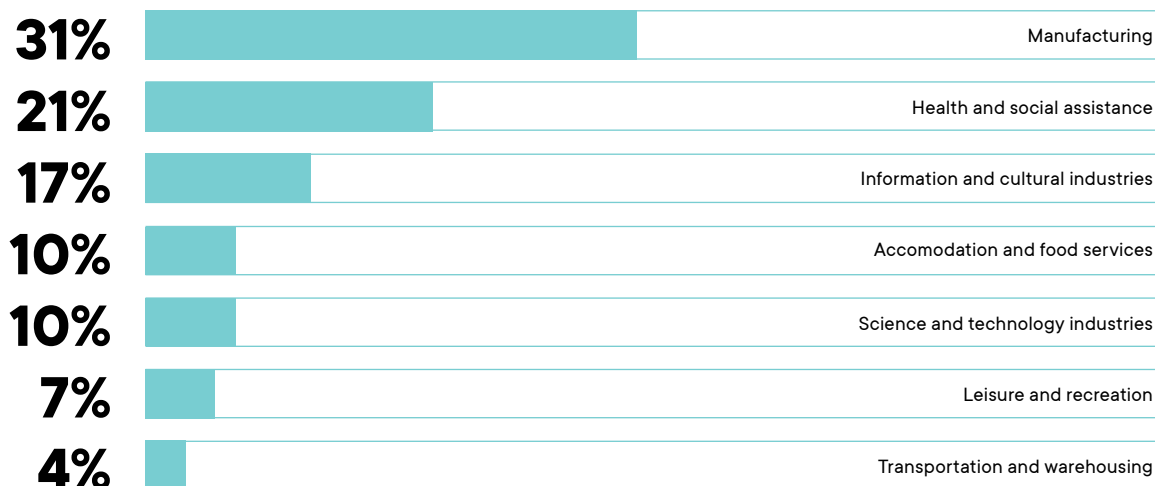
**\$13,5M**  
in economic spinoffs

### Stage of development of financed businesses



### Sectors of activity of financed businesses

This chart shows the breakdown of financed businesses by industry





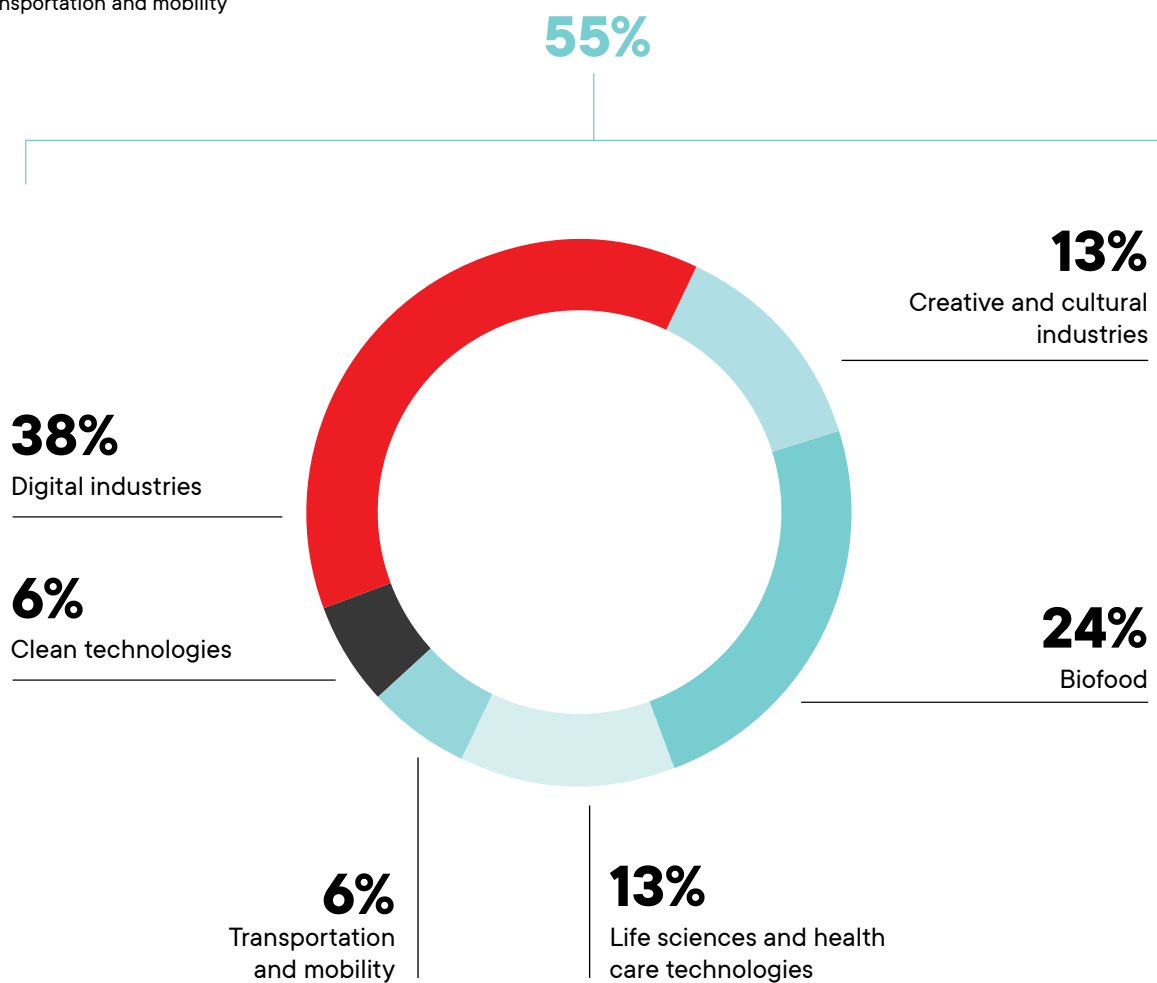
## High-potential sectors

Among the businesses sectors listed on page 13 of this report, 55% 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

**Les Aliments Morehouse**  
morehousefoods.ca

DID

**AMCAL**  
amcal.ca

FDES

**ARA Robotics**  
ara-uas.com

CI

**Brematech Inc.**  
brematech.com

PME

FLS

**Capcium**  
capcium.com

PME

FLS

CI

DID

**Carbicarete**  
carbicarete.com

PME

JE

FLS

**Clinique Connexion**  
cliniqueconnexion.org

FDES

**CO7 Technologies**  
co7tech.com

PME

DID

JE

**Concerts Lachine**  
concertslachine.ca

FDES

**D-Trois-Pierre**  
d3pierres.com

FDES

**Dymedso**  
dymedso.com

PME

**Fonds d'aide de l'Ouest-de-l'Île (WIAF)**  
fdoi.org

FDES

**GRAME**  
grame.org

FDES

*We contacted PME MTL when we needed to purchase a new packaging line. Right away, we knew that we had found an extraordinary, professional and extremely dedicated advisor to guide us.*

**Karina Massicotte**  
Les Aliments Morehouse

**In a Blink Inc.**  
inablink.zone

PME

JE

**L'Équipe Entreprise**  
equipeentreprise.org

FDES

**Let's WARP Inc.**  
lets-warp.com

PME

FLS

CI

**Marché Ste-Anne**  
marchesaintanne.ca

FDES



<b>CI</b>	Fonds Commercialisation des innovations	<b>FDES</b>	Fonds de développement de l'économie sociale	<b>PME</b>	Fonds PME MTL
<b>DID</b>	Fonds Développement industriel et durable	<b>FLS</b>	Fonds locaux de solidarité Montréal		
<b>FEC</b>	Fonds Entrepreneuriat commercial	<b>JE</b>	Fonds Jeunes Entreprises		

**MedHelper**  
medhelper.com

**PME**

**FLS**

**Salle Pauline-Julien**  
pauline-julien.com

**FDES**

**Mogile Technologies Inc.**  
mogiletech.com

**CI**

**Service d'inclusion sociale**  
Site en construction

**FDES**

**Nava Technologies**  
navamedq.ca

**PME**

**CI**

**Technopro Intl Fire Protection Services**  
technopro-canada.com

**PME**

**JE**

**Precise Warehousing**  
precisewarehousing.com

**PME**

**FLS**

**WIAIH - Centre Kizmet**  
Site en construction

**FDES**

**Pub Cunninghams**  
cunninghamspub.com

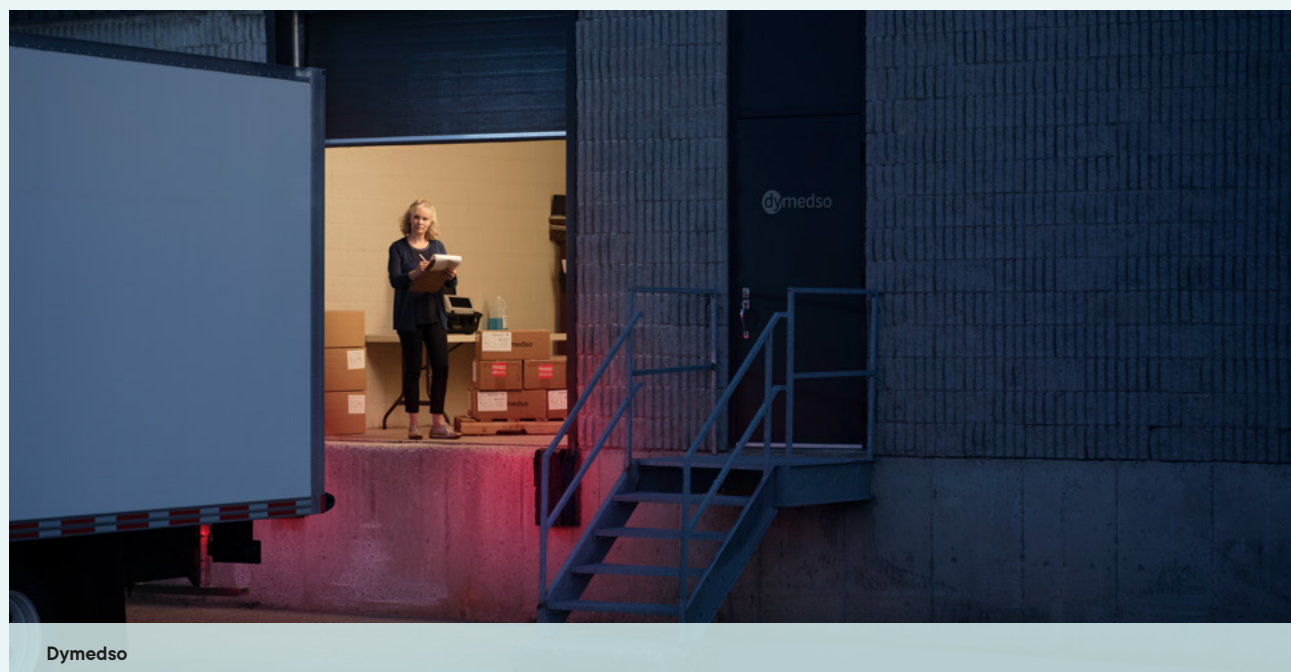
**FEC**

**Zetane Systems Inc.**  
zetane.com

**PME**

**FLS**

**JE**



Dymedso

## Local Involvement - 2020

### Funds supporting local initiatives

<b>\$1,000</b>	<b>West Island of Montreal Chamber of Commerce</b>
<b>\$2,500</b>	<b>Société de développement commercial de Sainte-Anne- de-Bellevue</b>
<b>\$2,500</b>	<b>Commerce Dorval</b>
<b>\$2,500</b>	<b>Pointe-Claire Village Association</b>
<b>\$2,500</b>	<b>Dorval Preschool Coop</b>
<b>\$4,800</b>	<b>Salle Pauline-Julien</b>

### Local partnerships

<b>\$1,000</b>	<b>West Island of Montreal Chamber of Commerce</b>
<b>\$6,000</b>	<b>West Island of Montreal Chamber of Commerce</b>
<b>\$10,000</b>	<b>West Island Community Shares</b>







West Island  
Assistance  
Fund

**West Island  
Assistance  
Fund**

West Island  
Assistance  
Fund



# Notable Events

## Recovery conference - June

PME MTL played an even more essential role with Montréal entrepreneurs in the recovery plan unveiled on June 17. In order to discuss this plan and make it known to entrepreneurs, PME MTL organized an event on Monday, June 22. On hand was Mr. Luc Rabouin, responsible for economic and commercial development and design on the Ville de Montréal executive committee. Nicolas Roy participated alongside the five other executive directors.

## RRRF webinar - September

Our industrial commissioner, Tarek Namour, discussed this new fund so that entrepreneurs could make the best decision for their business.

## REM public consultation: REM benefits for West Island businesses

As a leading player in the economic development of the West Island, PME MTL West-Island worked in collaboration with the Ville de Montréal so that businesses could have their voices heard on this major project.

## Entrepreneur support webinar - October

Our retail experts Christine Legault and Alison Birss have found that retailers realize that e-commerce is a must. They therefore offered a short intensive training session on this subject.



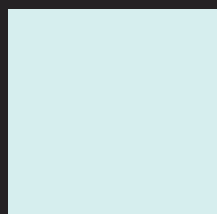
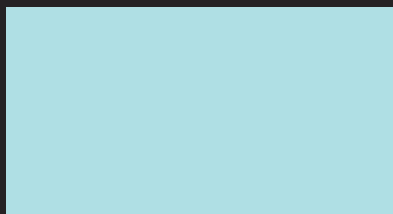
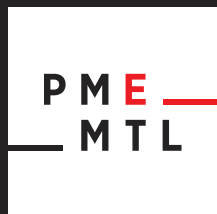
Greensolv

Greensolv

Greensolv

Greensolv







5 years

# 5 years of support for Montréal entrepreneurship

Since 2015 PME MTL, the Ville de Montréal's business support network, made up of six non-profit organizations, including PME MTL West-Island, has served businesses throughout the Montréal agglomeration. This support network makes it easier for entrepreneurs and businesses to access a uniform service offer and simplifies the entrepreneurial process. Nearly 15,000 businesses have benefited from the support of PME MTL since its creation.



**In 5 years, PME MTL  
West-Island has:**

122

Financed businesses

---

Provided financing of more than

\$10M

---

Supported more than

2,753

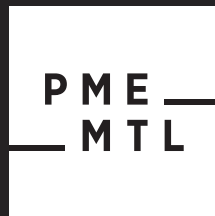
businesses



## A pivotal year for PME MTL

In 2020, PME MTL celebrated five years in operation. Spotlighting the expertise and creativity of Montréal businesses has proven to be the most symbolic way of highlighting these five years of supporting Montréal entrepreneurship. The unprecedented events of this past year have served to intensify the commitment of the PME MTL network to celebrating Montréal entrepreneurs, because now, more than ever before, they are at the heart of the transformation toward the Montréal of the future.

PME MTL has launched a call for projects from businesses in the cultural and creative industries, and approximately forty businesses have responded.



RE —  
**DÉCOUVREZ**  
les entreprises  
— d'ici

## An invitation to rediscover Montréal businesses

From November 9 to December 4, 2020, PME MTL invited Montrealers to rediscover local entrepreneurs, thanks to the support of Immersive Productions and La Boîte Interactive, as well as a partnership with Expo Entrepreneurs.

The program included a screening in the heart of Montréal, on the facade of the BANQ Grande Bibliothèque, during which members of the entrepreneurial community showed their support for the city's entrepreneurs by signing it. A special edition of the Randolph Quiz was also designed to test the public's urban knowledge and enable them to discover new locations. Montrealers were also invited to discover the wares of entrepreneurs through the delivery of boxes of selected products, some of which were experiential in nature.

*As an entrepreneur and creator,  
celebrating Montréal entrepreneurship,  
and five years of PME MTL support,  
means daring to do things differently,  
moving forward collectively, promoting  
innovation in all its forms and propelling  
these people, these entrepreneurs,  
who contribute to Montréal's identity.*

—  
**Joannie Bergeron**  
Immersive Productions

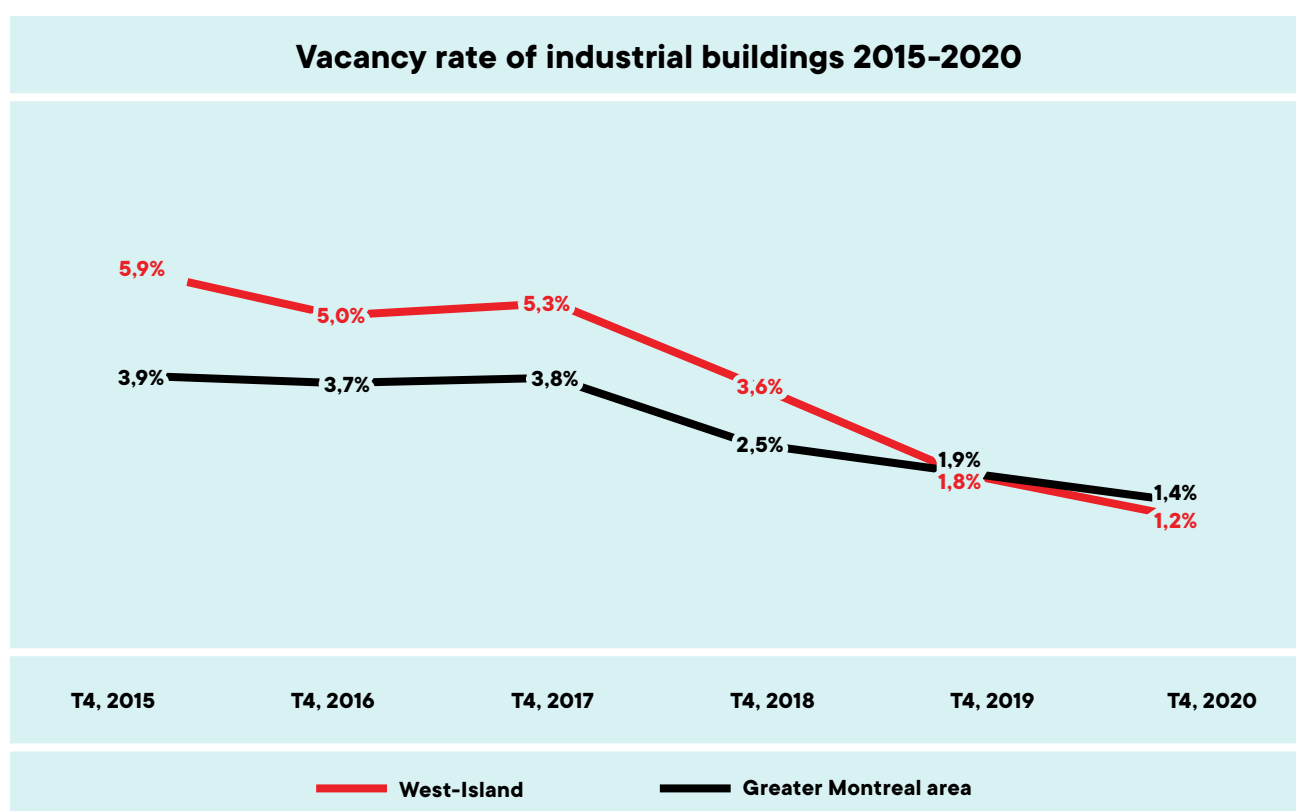




## Other Programs

### Industrial Real Estate

## West Island and Montréal Industrial Real Estate: Immense Resilience During the 2020 Pandemic



The Province of Québec recorded the best economic performance in Canada and the city of Montréal convincingly performed at its previous prestigious stature as the economic engine of the Province during 2019. These incredible results happened in a slower global economic circumstance, principally caused by the US-China trade dispute. Québec's economy plowed forward due to overall growth of the world economy, and, especially, a strengthened neighbouring US economy. It was also supported by very strong demand in the residential sector, significant labour growth, diversified industrial base, and provincial government stimuli, particularly in massive public infrastructure projects.

Throughout the Greater Montréal Area (GMA), including the region of the West Island, witnessed was plummeting industrial vacancy rates to record lows, a severe lack of existing industrial product for sale or lease, continued shrinking supply of industrial land, and substantial rise in rental and purchase pricing of industrial facilities as well as much more costly purchase of vacant land having industrial zoning.

At the beginning of 2020, the outlook for Montréal's industrial real estate sector was very positive. Then came the COVID-19 pandemic! This caused widespread concern in mid-March of the year regarding how the sector would be impacted by the dreaded disease. Many thought that the massive gains made during 2019 would simply be

wiped out. Fortunately, that's not what happened as the GMA's industrial market was sheltered from the negative global economic fallout stemming from the pandemic and associated strict governmental lockdown measures.

It was wholesale businesses, e-commerce, the food and beverage industry, manufacturing and distribution and logistics that propelled the strong demand for industrial space, this, at a time when the global economic picture looked bleak by the month of December. Shortly after the commencement of the pandemic, Montréal's office and retail real estate markets experienced marked decreases in activity levels, however, on the contrary, its industrial market had robust demand and proven resilience throughout 2020.

Covid-19 caused shifts in large parts of the economy. In order to stay afloat, most businesses had to effect change by abrupt pivot, adaptation and/or reliance on governmental financial assistance programs. All too many enterprises were, simply forced to fold.

In the case of eCommerce retailing, including online grocery retailing, clearly the two leading realms of new demand for industrial space, the pandemic altered consumer shopping habits by accelerating an already existent trend toward online shopping, surpassing an estimated \$50B of personal expenditures in Canada during 2020 (Bharti, 2021). By extension, as stated above, the enormous demand caused businesses to seek more industrial space to accommodate their activities.

To lend support to the observations discussed herein, the line graph presented at the top of this analysis shows the recent steady decline of industrial vacancy rates for the GMA and the West Island over time. With particular reference to the West Island, at the end of 2019 its vacancy rate (including Lachine) stood at 1.8% (Colliers International, Q4, 2019:3 (a)). This rate decreased further to a new record-breaking 1.2% in the same period of 2020 (Colliers International, 2020:3 (b)).

By the end of the year, it was clear throughout the commercial real estate industry that the GMA faced an important lack of supply of existing industrial product for sale or lease. According to CBRE (Q4, 2020), this situation drove average asking net rental rates to a record \$7.73 per square foot, surpassing the \$7.00 per square foot mark attained for the very first time in the first Quarter of 2020. In comparison, this figure stood at \$6.59 per square foot one year earlier (CBRE, Q4, 2019:1).

With regard to the sale price of industrial buildings in the GMA, in the fourth Quarter of 2020, the average asking price was \$151.16 per square foot (CBRE, Q4, 2020), up from \$111.24 in the fourth Quarter of 2019 (CBRE, Q4, 2019:1).

On the Island of Montréal, the asking price of vacant industrial land rose sharply. In the case of the West Island, this type of vacant land commanded asking prices of between \$20 to \$25 per square foot, with known exceptions at \$35, \$40 and \$60 per square foot (PME MTL West Island, 2021).

---

a & b: These percentages are in aggregate form representing Lachine and the West Island.

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Bharti, Bianca, 2021. 'Getting Creative: How the Demand for Warehouse Space Is Pushing Industrial Real Estate Into New Territory'. The Financial Post, March 25th, 2021. Retrieved online March 31<sup>st</sup>, 2021.

CBRE, 2019. 'A Year in Review : Skyrocketing Values, Plummeting Availability.' Marketview-Montréal Industrial, Q4, 2019, pg 1.

CBRE, 2020. 'A Year in Review : Montréal Industrial Sets New Benchmarks.' Marketview-Montréal Industrial, Q4, 2020.

Colliers International, 2019. Greater Montréal Area Industrial Market Report, Q4, 2019, pg 3.

Colliers International, 2020. Greater Montréal Area Industrial Market Report, Q4, 2020, pg.3.

PME MTL West-Island, 2021. Source : John Burrascano, Industrial Commissioner, Real Estate. March, 2021.

## **Implantation**

PME MTL West-Island assists businesses in their search for vacant industrial or commercial land for new construction purposes or office space for purchase or lease.

## **Notable Companies**

Our experts helped numerous companies, big and small, to establish themselves in the territory of the West Island. Below are a few notable examples:

### **Carbicare (10,274 square feet), Lachine**

Carbicare is a newly-formed company specializing in the development and commercialization of innovative, CO2 negative technologies for the production of cement-free concrete, thereby, an important solution in the fight against climate change. Now located on 55th Avenue in Lachine.

### **A&C Construction (80,000 square feet), Dorval**

A&C Construction is a real estate development company scheduled this spring to construct a two-phase 80,000 square foot industrial facility for rental on Avro Street.

### **Talara-Bio (1,200 square feet), Kirkland**

Originating from Laval, Québec, Talara-Bio, specialized in life sciences diagnostics, rented space on Chemin Ste-Marie in Kirkland.

### **Zetane (1,097 square feet), Pointe-Claire**

Involved with artificial intelligence software development, Zetane was initially located in the home of the owner. The company took expansion and needed new offices, signing a lease on Sources Boulevard in Pointe-Claire.

135

requests for land or existing properties for sale or lease from real estate agents

99

start-up and existing companies were assisted

11

businesses successfully relocated, built or physically expanded in the West Island



## Our Retail Support

PME MTL West-Island supports local commercial entrepreneurs in the development of their business projects, and we go a step further in order to collaborate, when possible, with the local merchant's associations. In 2020, our team made sure to keep a constant communication flow with retail owners and provide all the necessary support to help them navigate the wave of changes.

We have also hired of a project coordinator to the Pointe-Claire Village and Valois Village which is specifically devoted to support their association's plans & activities.

## A glimpse of our projects

### Pointe-Claire Village

COVID-19 restrictions brought on many challenges for retailers in 2020; however, it allowed the village to experience the strength of social media campaigns.

- Build (and learn from) the online presence

Facebook  
followers  
grew over  
**69%**

### Shop Local by La Ruche

This widespread community driven initiative powered by La Ruche in collaboration with Desjardins was coordinated by our project coordinator.

- 27 merchants participated
- \$60k in sales for merchants
- additional \$25k injected in the community for West Island Community Shares (and Amcal Family Services)



Valois Village

### 14 Day Holiday Giveaway Contest

A social media event that drove traffic to the village during the holiday season uniting customers and merchants.

### Valois Village

#### Creation of a Merchant Association

A main objective for Valois in 2020: create a merchant association. By the end of October, key merchants were identified, and the official Valois Merchant Association was established.

- 27 merchants are now members

### Valois Swag Bag Project

The first collective project coordinated by the new association. Over 220 canvas bags with the Valois logo printed on one side, filled with samples and coupons from the local merchants, were distributed to the new residents. New residents were made aware of the services and local business as well as encourage them to shop locally.

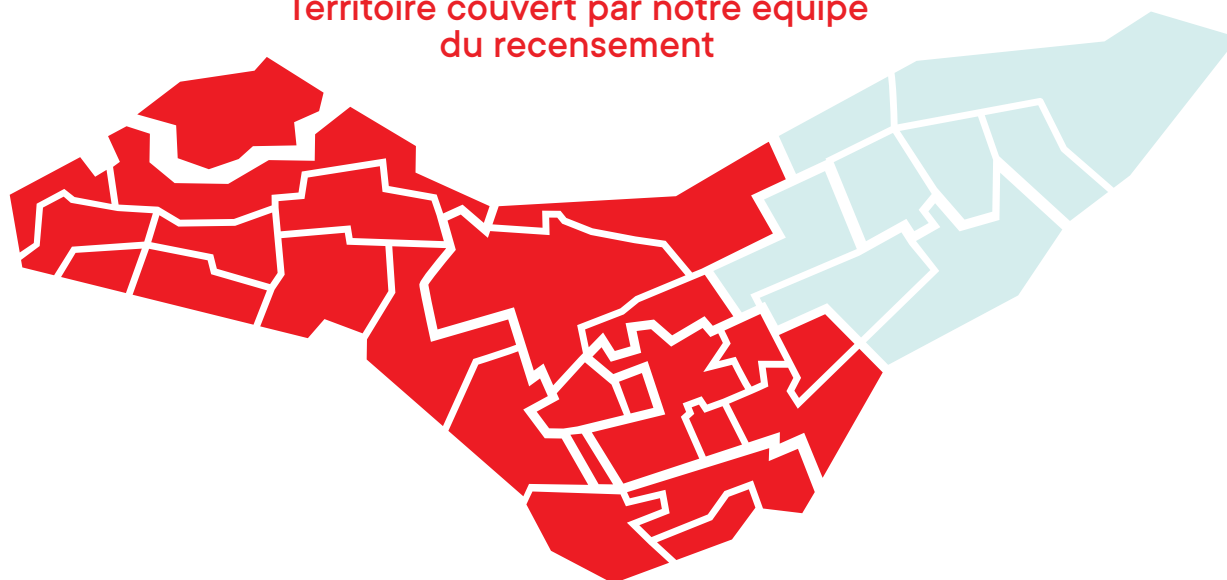
## Recensement

### 1<sup>st</sup> phase

In 2019, the Ville de Montréal launched the first phase of the Montréal business census in order to better understand the needs of Montréal businesses and respond to them effectively. This initiative made it possible to:

- Increase awareness of PME MTL and its network
- Help with highly targeted projects in response to the needs of Montréal businesses: support to find suppliers of personal protective equipment (PPE) at the start of the pandemic, support for the PME MTL West-Island retail team to increase emergency funds' awareness, support for various job placement programs on the West Island, etc.
- Collaborate with the economic development commissioners of many cities and boroughs, as well as with other partners of PME MTL, on special projects using this new database.
- Participate in various PME MTL West-Island initiatives in conjunction with the business community in its territory

### Territoire couvert par notre équipe du recensement



**3,800**  
companies surveyed

### 2<sup>nd</sup> phase

The Ville de Montréal has also started the second phase of the census with an update of the data collected in 2019–2020. This information will make it possible to:

- Measure the impact of the COVID-19 pandemic on the Montréal business community and the service improvements offered to it
- Inform the companies contacted about emergency programs as well as the other services offered by our organization.

# AMCAL

AMCAL

AMCAL

AMCAL





# 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
- Preparation, advice and tips for hiring interviews
- Résumé optimization and LinkedIn profile
- Submitting applications to employers

## Recruitment assistance for businesses

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





Contour Cabinet

267

businesses  
supported

1 116

job applications  
submitted

55

new business clients

530

job offers posted

263

job seekers supported



Boulevard Saint-Jean Sud

# PME MTL West-Island – Our People

## Team

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### Office of the Executive Director



**Nicolas Roy**  
Executive Director

### Administration



**Joanne Fabien**  
Administrative Assistant



**Marie-Paule Brunelle**  
Executive Secretary



**Tracy Fraser**  
Program Officer –  
Emergency Assistance  
Programs

### Communications



**Marie-Pier  
Charette Couture**  
Communications Officer



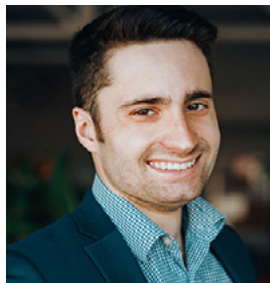
## Business Services



**Leila Aliyeva**  
Industrial and Sustainable  
Development Commissioner



**Jean Archambault**  
Director – Financing



**Simon Bédard**  
Financial Analyst



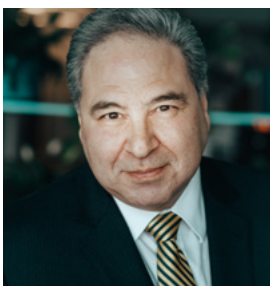
**Alison Birss**  
Consultant, Retail Start-ups



**Chantal Bolduc**  
Business Advisor –  
Emergency Assistance  
Programs



**Jacques Brisson**  
Director – Special Services  
to Businesses / Industrial  
Commissioner



**John Burrascano**  
Industrial Commissioner –  
Real Estate



**Bert Fraser**  
Consultant, Business  
Start-ups



**Benoit Guillemette**  
Consultant, Business  
Start-ups



**Christine Legault**  
Commercial Development  
Commissioner



**Tarek Namour**  
Industrial Commissioner



**Nathalie Robitaille**  
Commercialization and  
Innovation Director

## Social Economy



**Shant Kancachian**  
Consultant, Social Economy

## Business Census



**Wendy Dignowity**  
Census Consultant



**Edna Cortes**  
Business Census Officer



**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

## Board of Directors

As a non-profit organization, PME MTL West-Island is managed by a board of directors. Composed of representatives of the territory, the Council is responsible for the proper functioning of the West Island hub

### Members of the board

**Roger Morin**

Chair  
Roger Morin, C.P.A.

**Robert Eiser**

Vice-Chair  
Aliments Luda

**Jean-René Paquette**

Treasurer  
Paquette et Associés Avocat inc.

**Edgar Rouleau**

Secretary  
Mayor of the City of Dorval

**John Belvedere**

Mayor of the City of Pointe-Claire

**Younes Boukala**

Delegate of the mayor's office  
of the Lachine Borough

**Christian Dubois**

Onix International

**Heidi Ekvedt**

Interim Mayor of the Town of Baie-D'Urfé

**Karine Chouinard**

Avenue 77

**Michel Gibson**

Mayor of the Town of Kirkland

**Philippe Gribbeauval**

CÉGEP Gerald-Godin

**Elena Laudi**

IG Wealth Management

**Sabrina Moisan**

Desjardins Business. West of Montreal

**Yves Picard**

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

**Paul St-Onge**

Commission scolaire Marguerite-Bourgeoys



## Ex-officio Members

### Dimitrios (Jim) Beis

Mayor of the Borough of Pierrefonds-Roxboro

### Alex Bottausci

Mayor of the City of Dollard-des-Ormeaux

### Georges Bourelle

Mayor of the City of Beaconsfield

### Julie Brisebois

Mayor of the Village of Senneville

### Véronique Gerland

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

### Paola Hawa

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

### Normand Marinacci

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

## Non-Voting Members

### Joanne Fabien

Administrative Assistant, PME MTL West-Island

### Nicolas Roy

Executive Director, PME MTL West-Island

## Members of the Joint Investment Committee

### Jean Archambault

PME MTL West-Island

### Pierre Arseneau

Syndicat des Métallous

### Annie Baribeau

RBC Banque Royale

### Emmanuel Brouillette

Desjardins

### Robert Eiser

Aliments Luda

### Edgar Rouleau

Maire de la Cité de Dorval

### Roger Morin

Roger Morin, C.P.A.

### Nicolas Roy

PME MTL West-Island

## Social Economy Committee

### Roger Morin

Roger Morin, C.P.A.

### Chantal Carrier

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

### Nathalie Chapman

Community services retiree

### Michael Labelle

West Island Assistance Fund (WIAF)  
Roger Morin CPA

### Yves Picard

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

## Partners

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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.

PME MTL West-Island would like to thank the entire BDC team for their work and support. BDC is a financial partner of choice.

Montréal 

Québec 















PME MTL West-Island  
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Réseau de soutien aux  
entreprises de la Ville  
de Montréal

Montréal 

Québec 