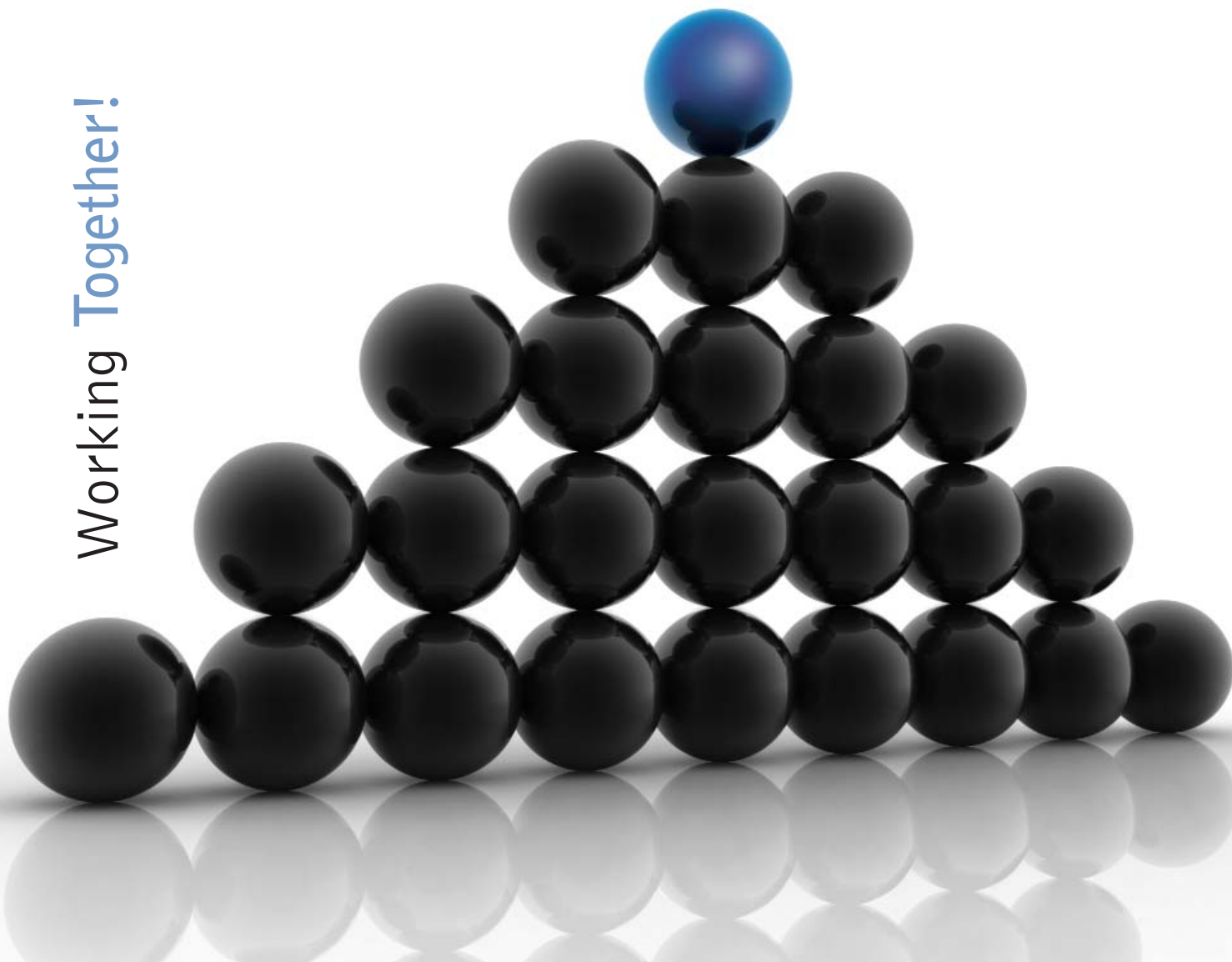




ANNUAL REPORT 2008

Working Together!



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GILLES VAILLANCOURT

MAYOR OF LAVAL

A city that takes care of business

Looking back over the years, one thing is clear: Laval was built on consensus. At the economic level, we have a team that bands together to help make our city the location of choice for businesses and to make sure its local companies – the real drivers of our growth – attain their full potential.

Laval's economic model is founded on a vision that seeks to harmonize the city's various functions within a perspective of sustainable development. Our foremost concern is to create a living environment that reflects and enhances our collective life. Indeed, Laval owes much of its economic success to its ability to create a balanced urban environment. As a matter of fact, when deciding on a location for their business, companies pay particular attention to the quality of the living environment.

Also part of the drawing power is our economy, which contributes to the urban structure by creating employment and contributing to fiscal balance.

The Laval administration strives to create the best possible conditions to support the living environment, and by extension, the city's economy. Accordingly, in 2008, it invested

\$182 million in roads, urban infrastructures and territorial organization, thereby securing its place as a top contender in all sectors of the economy, whether it be residential, commercial, institutional or industrial development.

Clearly, Laval is a city that takes care of business, and based on our excellent investment results for 2008, our collective efforts are paying off.





PIERRE DESROCHES
DIRECTOR GENERAL

Seizing opportunities

What is Laval's secret? There is no single answer to this frequently asked question. Laval's steady growth is the result of many factors, which have once again converged to produce highly impressive results in 2008.

With investments of \$1,702,099,211, the Laval economy set a new record this past year thanks to its diversified base, quality businesses and ability to attract investors. While the residential and industrial sectors continued to drive economic growth in 2008, the commercial sector also made a strong showing, confirming its growing regional outreach.

In 2008, LAVAL TECHNOPOLE, in cooperation with the City of Laval, launched Growth Challenge, a new business support program created in the belief that our economic future will increasingly depend on the growth of the companies on our territory. At the strategic level, we continued to develop our sectors of excellence, the BIOPOLE, the INDUSTRIAL POLE, the AGROPOLE, the e-POLE and our tourism industry. In the next few years, we are planning to add another sector of excellence to our economic strategy, namely, the ENVIROPOLE, which will also fulfill the requirements of a technopolitain economy by promoting university research, research

commercialization, and synergy between companies. We believe that Laval can carve out a niche in this sector, particularly in clean technology.

Despite the recession, Laval's investment outlook remains positive for 2009. Although some businesses will certainly be confronted with new challenges and may have to adjust their business plans, they must be ready to seize any opportunity for their recovery. To this end, our Growth Challenge program seeks to mobilize all the economic development partners so as to offer the companies on our territory pertinent services to help them successfully meet these new challenges. Laval businesses know they can count on LAVAL TECHNOPOLE, its team and its partners.

In closing, I would like to thank LAVAL TECHNOPOLE's Board of Directors and Executive for their commitment to the Laval economy. I am proud to be at the helm of a talented, dedicated team, and I commend them for their tireless efforts.

The future is built one day at a time.





A handwritten signature in black ink that reads "Louise Bussières".

LOUISE BUSSIÈRES
CHAIRMAN OF THE BOARD

Laval's economic team



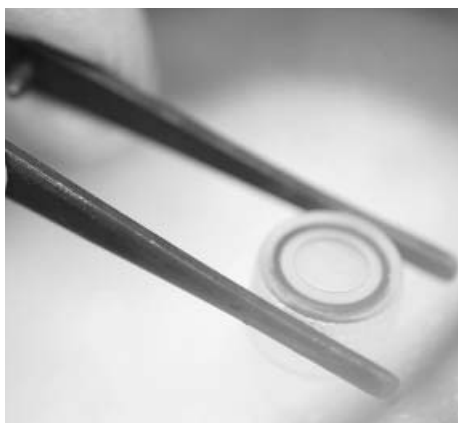
Laval has been on a roll for almost ten years now, and 2008 was no exception. New arrivals, local business expansion, a solid residential sector, and commercial areas with strong drawing power are just some of the reasons that explain our city's steady economic growth. And our performance in 2008 was all the more gratifying when you consider the global economic downturn and the resulting challenges for many of Laval's businesses. Fortunately, our diversified economy once again helped us weather the storm and stay the course.

Such a positive, commendable investment performance is thanks to the efforts of the entire Laval economic team, which includes our dynamic, innovative, daring and strategic companies.

This team also includes the organizations that support our local companies. I would especially like to highlight the important work of Laval's economic development agency, LAVAL TECHNOPOLE, and the Centre local de développement (CLD) de Laval, which works in partnership with us in a model that is unique to Laval. I would also like to mention the unflagging efforts of Tourisme Laval, the Chambre de commerce et d'industrie de Laval, the Conférence régionale des élus de Laval,

Collège Montmorency, our biotech incubator, the INRS, the Biotech City, the Société de transport de Laval, and the Union des producteurs agricoles de Laval. This team is also bolstered by the loyal, active participation of various government departments and agencies that contribute to our city's economic development through their especially dedicated Laval teams. We all share the same vision and work towards the same goal: create prosperity and help Laval move forward. Through its investments, commitment and leadership, the municipal administration is an integral part of this team.

I would like to commend my colleagues on the Board of Directors for taking up our challenges and thank Pierre Desroches for agreeing to put his vast experience to work for LAVAL TECHNOPOLE by taking over the helm. And last but not least, I would like to congratulate the entire LAVAL TECHNOPOLE team for their creative responses to the challenges that come our way as we try to secure Laval's future.



Laval: A major economic development centre in the metropolitan area

Laval's principal economic sectors produced impressive investment results in 2008. The residential sector led the way, with the industrial sector following close behind and once again confirming Laval's ability to attract investors. Despite a slowdown in the fall, many companies invested in expansion and in upgrading their production technology in order to remain competitive.

The commercial sector continued on the upward trend begun in 2007 with record investments made in store renovations or openings. Not to be outdone, the institutional sector also made an excellent contribution. Although not included in the investment figures published in this report, the \$182 million spent by the City of Laval to consolidate living environments and urban infrastructures also helped support economic activity.

The investment highlights in 2008 were as follows.

A new record

Since its was founded in 1965, investments have grown steadily in all of Laval's key economic sectors. Over the years, the City has sought to exploit its potential in every area: industrial, residential and commercial. Its institutional development has also been impressive. The City has a hospital, a cegep, research centres, and a performance hall, not to mention three recently built metro stations.

The substantial critical mass built over the last decade in several industrial sectors has created a new reality. Laval's enterprises are now increasingly behind the economy's expansion. In the past five years, this trend has allowed Laval to reach new milestones and 2008 was no exception with investments of \$1,702,099,211.

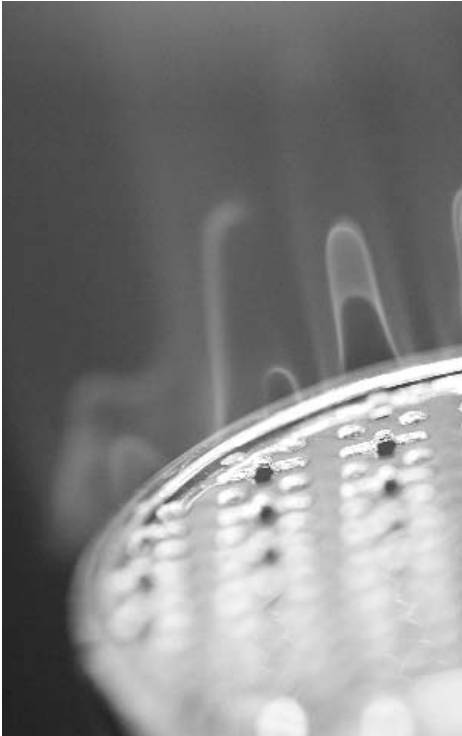
INVESTMENTS CITY OF LAVAL - 2008

Sectors	Investments	Percentage	Comments
Industrial	\$676,270,880	39.8 %	826 projects
Commercial	\$164,412,533	9.7 %	314 projects
Institutional	\$114,866,428	6.7 %	50 projects
Residential	\$746,549,370	43.8 %	3 036 permits issued
Total	\$1,702,099,211	100 %	

Source: LAVAL TECHNOPOLE – Special compilation. City of Laval – Urban Planning Department

Industrial investments up 8.3%

With investments totalling \$676,270,880, Laval's industrial sector had an exceptional year. Primarily fuelled by heavy investments in training, equipment, production technology and R&D, this growth clearly shows that our companies' willingness to innovate, develop new products and maintain or enhance their competitiveness in order to ensure their success. Because developing competencies and mastering production processes are essential in the global marketplace, our companies are doing whatever it takes to compete in an economy where excellence, relevance and reliability are essential. Innovation obviously calls for hefty R&D investments, and it comes as no surprise that the BIOPOLE companies are leading the way in this regard. In addition to these major investments, Laval's drawing power is such that its strategic sectors of excellence welcome new industrial companies every year. Accordingly, in 2008, 22 new companies set up operations in Laval. As well, a number of new construction and expansion projects were announced during the year and confirmed by the purchase of land in the municipal industrial or private parks.



**MUNICIPAL INDUSTRIAL PARKS
NEW PROJECTS ANNOUNCED IN 2008**

CITY OF LAVAL - 2008

Parks	Companies	Square Metres	Investments	Jobs Created
Autoroute 25 Industrial Park	Montpak International	18,952	\$8 M	200
Autoroute 25 Industrial Park	Rolled Alloys	12,077	\$4 M	10
Industrial Park Centre	Pro-Jek	15,596	\$3.5 M	N/A
Autoroute 25 Industrial Park	Multibox	4,645	\$1.5 M	36
Autoroute 25 Industrial Park	NEPCON Distribution Centre	33,787	\$2.5 M	10

NEW INDUSTRIAL COMPANIES

CITY OF LAVAL - 2008

Projects	Investments
Telus	\$33 M
MRE Environnement	\$10 M
Montpak International	\$8 M
Canadian Mini Warehouse	\$6.1 M
SkyVenture	\$6 M
Rolled Alloys	\$4 M
Pro-Jek Propriétés industrielles	\$3.5 M

**PRIVATE INDUSTRIAL PARKS AND ZONES
NEW PROJECTS ANNOUNCED IN 2008**

CITY OF LAVAL - 2008

Parks	Companies	Square Metres	Investments	Jobs Created
Montoni	Collection Shan	6,039	\$2.5 M	N/A
Montoni	Logicaïsse	4,572	\$3 M	15
A-13	Multi Espaces Entrepôt	16,608	\$3 M	N/A
Industrial Park Centre	Canadian Mini Warehouse	7,249	\$6.1 M	N/A
Montoni (1)	Candybec	3,301	\$1 M	15
A-440	Portes JPR	11,440	\$3 M	12

**BREAKDOWN OF TECHNOPOLITAN INVESTMENTS
AND NEW JOBS BY SECTOR**

CITY OF LAVAL - 2008

Sectors	Investments	% region	Number of Jobs	% region
AGROPOLE	\$44 M	6.5%	393	13.9%
BIOPOLE	\$315.3 M	46.6%	155	6.3%
e-POLE	\$80.5 M	12%	473	19.2%
INDUSTRIAL POLE	\$190 M	28%	1,330	53.9%
Tourism	\$11 M	1.6%	67	2.7%
Real estate	\$35.4 M	5.3%	49	2%
TOTAL	\$676.2 M	100%	2,467	100%





Residential sector beats expectations

The residential construction industry set a 20-year record in 2008, building 3,675 dwellings, a 27.5% increase over the 2,883 units built in 2007.

For the first time in many years, multi-family dwellings led the way, with 2,098 new units accounting for 57.1% of all residential construction in 2008. A number of major projects, particularly around the Montmorency metro station, explain this performance. As such, seven projects of more than 100 units each accounted for 74% of the multi-family dwellings built during the year.

The breakdown in the type of construction permit for single-family housing changed dramatically in 2008. The proportion of detached properties fell 15% to just 71% of all single-family homes, its lowest rate since 1996. This decrease was to the benefit of semi-detached and town homes, which picked up 6% and 8%, respectively, signalling a possible shift to more affordable types of housing due to the economic downturn.

The total declared value of residential construction permits advanced 21% from 2007 to \$694.5 million, representing 85.9% of new construction in Laval.

Permits for single-family homes were most in demand, with a declared value of \$416.6 million, or 9.5% more than in 2007.

The following table shows residential contractors that built 40 or more units in 2008.

NUMBER OF UNITS BUILT BY RESIDENTIAL CONTRACTOR CITY OF LAVAL - 2008

Contractors	Total
San Carlo Construction 2000	268
Les entreprises de Construction du Versant	204
Quadrax Construction	186
Madeco Royal	138
Maisons Charplexe	125
Les Constructions Riviera	97
E. Khoury Construction	89
Habitations André Denault	79
Construction Bernard & Lapointe	60
Les Constructions Ste-Dorothée	58
Excellence Construction	56
Quorum Habitations	52
Le Groupe Platinum Construction 2001	52
Construction E.D.Y.	49
Betaplex	43
Construction Méga Tech	42
Construction Voyer	41
Groupe Le Versant Immobilier	40



The main residential buildings erected in 2008 were:

- Résidence le Philanthrope at 3900 place des Cageux (Chomedey) - \$50 million (617 units);
- Villa Latella (2 buildings) at 3320 Le Carrefour Boulevard (Chomedey) - \$40 million (268 units);
- Manoir Promenade des Îles at 25 promenade des Îles (Chomedey) - \$28 million (282 units);
- Boisé Notre-Dame (phase III) at 3075 Notre-Dame Boulevard (Chomedey) - \$23.5 million (100 units);
- Urbania (building 9) at 1920 du Souvenir Boulevard (Laval-des-Rapides) - \$18.4 million (100 units);
- Urbania (phases IV and V) at 1925 Émile-Martineau Street (Laval-des-Rapides) - \$18 million (104 units).

The average price of a new single-family home continued to rise in 2008, reaching \$290,000, an increase of 5% over 2007. The value of

DECLARED VALUE OF CONSTRUCTION PERMITS

CITY OF LAVAL - 2008

Sectors	New Permits	Improvements	Total
Residential	\$694,508,413	\$52,040,957	\$746,549,370
Commercial	\$53,430,000	\$47,982,533	\$101,412,533
Industrial	\$53,025,000	\$57,150,854	\$110,175,854
Institutional	\$7,141,900	\$39,124,528	\$46,266,428
Total	\$808,105,313	\$196,298,872	\$1,004,404,185

Source: City of Laval – Urban Development Department

NUMBER OF CONSTRUCTION PERMITS ISSUED

CITY OF LAVAL - 2008

Sectors	New Permits	Improvements	Total
Residential	1,522	1,514	3,036
Commercial	28	282	310
Industrial	21	63	84
Institutional	3	43	46
Total	1,574	1,902	3,476

Source: City of Laval – Urban Development Department

duplexes and triplexes also rose, reaching \$140,000, while the average price of a multi-family dwelling dipped slightly to \$129,000.

Commercial sector: Growing regional outreach

Laval's commercial sector continues to expand its commercial arteries, neighbourhood shopping areas and regional focal points. The City's commercial offering taps into a constantly widening regional market. The largest employer in Laval with nearly 30,000 jobs, this sector had an excellent year in 2007 with \$160.7 million in investments, and an even better performance in 2008 with \$164.4 million in investments, and increase of 2.3%.

MAIN INVESTMENTS COMMERCIAL SECTOR

CITY OF LAVAL - 2008

Projects	Investments
Carrefour Laval	\$52 M
Groupe Guzzo 1051 des Laurentides Blvd.	\$16 M
Leon's	\$6 M
Desmeules Hyundai	\$5 M
Infiniti - 1950 Chomedey Blvd.	\$3.6 M
Chomedey Ford 2705 Chomedey Blvd.	\$3.5 M
Cathy Dawalibi 3055 Des Oiseaux Blvd.	\$3 M
Place Dutrisac 4668 St-Martin Blvd. West	\$2.5 M
Mazda Auto 2200 Chomedey Blvd.	\$2 M
Bureau en Gros	\$2 M
ACE – Holding (Pharmaprix) 334 Labelle Blvd.	\$1.6 M



Institutional investments climb 20%

Institutional investments rose 20% from \$95.7 million in 2007 to \$114.9 million in 2008. This year marked the end of metro-related expenditures, which included an additional \$12 million for the construction of an underground pedestrian tunnel at the Cartier station. The Cité de la Santé topped the list with a \$34 million investment in its oncology centre.

MAIN INVESTMENTS – INSTITUTIONAL SECTOR

CITY OF LAVAL – 2008

Projects	Investments
Oncology Centre – Cité de la Santé	\$34 M
AMT – métro Cartier	\$12 M
Collège Montmorency	\$9.9 M
Centre d’hébergement Ste-Dorothée	\$6.7 M
Institut de médecine spécialisée	\$6 M
Maison de soins palliatifs de Laval	\$4 M
City of Laval – fire station no. 4	\$3.4 M
Laval School Commission	\$3.2 M
Mount Pleasant Cemetery	\$1.8 M
North Star Academy	\$1.5 M
Collège Letendre	\$1.1 M

Although not included in this report, the investments made by the City of Laval have a major impact on its economic development. In 2008, the City spent \$182 million (excluding its contribution to funding public transit) on road construction and rehabilitation, lot servicing, purchase of woodland and green spaces, utility burial, and other public works to improve living environments.



Laval gains critical mass with new companies and new arrivals

The number of companies in Laval keeps growing every year as more and more businesses choose to set up on our territory. Here is a brief look at some of them.

SkyVenture (www.skyventuremontreal.com)

In 2008, Société Ciel Aventure Québec began construction of its very first skydiving simulator at the Centropolis centre. This innovative product will enhance Laval's recreational tourism offer.

Once completed, SkyVenture Laval-Montréal, the state-of-the-art recirculating vertical wind tunnel, will offer Quebecers the chance to experience the sensation of freefalling without the stress of jumping out of a plane at 1,254 metres (13,500 feet). This recreational activity is aimed at people of all ages who want to learn the rudiments of skydiving, as well as those who would like to hone their skills in the sport.

SkyVenture Laval-Montréal, whose cost is estimated at over \$6 million, is the first SkyVenture tunnel of its kind in Canada and the sixteenth in the world (Europe, Asia and the United States).

TELUS Mobility (www.telus.com)

A leader in the telecom industry, TELUS Mobility is a Canadian wireless telecommunications provider offering wireless voice, data and Internet services to business and consumer clients via two state-of-the-art digital wireless networks: PCS and Mike. TELUS Mobility is the wireless business unit of TELUS Corporation.

As the only company with two distinct digital wireless telephone networks and digital wireless coverage for more than 93% of the Canadian population, TELUS Mobility is uniquely able to offer the right wireless solution for any consumer or business requirement. It also holds the largest portion of the spectrum — the "assets" of the wireless industry — among Canada's wireless providers.

TELUS Mobility supports its clients with call centres in BC, Alberta, Ontario and Quebec and over 5,000 team members from coast to coast. In 2008, Telus invested \$33 million to set up an Internet data centre in Laval.

Montpak International (www.montpak.ca)

This past year, the AGROPOLE welcomed a new player from the agri-food industry: Montpak International, Canada's largest supplier of freshly frozen, value-added veal products serving retailers and the HRI industry (hotels, restaurants and institutions). The family-run business was founded in 1959 by Mike Buksbaum, the current president's father.

A vertically integrated "field to fork" company that is among the largest of its kind in North America, Montpak International's involvement in veal production and processing includes interests in everything from livestock operations and feed manufacturing to slaughtering and related transportation, research and development services. The company operates processing plants in Montreal and Sainte-Angèle-de-Prémont (near Trois-Rivières) and an abattoir in Saint-Germain-de-Grantham (on the outskirts of Drummondville), all of which are federally inspected and HACCP accredited. The company's facilities undergo a third-party audit on a yearly basis to ensure their quality control processes comply with high standards.

Rolled Alloys (www.rolledalloys.com)

Rolled Alloys Canada is the global leader in specialty alloys. Laval is the third Canadian city—after Mississauga and Edmonton—to be the location of a subsidiary of Rolled Alloys, a U.S. company that is a supplier of raw metal and specialty alloys, more specifically, the heat- and corrosion-resistant type.

Rolled Alloys' head office has been located in Temperance, Michigan since 1953. The company has subsidiaries throughout the world, notably in China, Singapore, England, Germany, France, the Netherlands, the United States and Canada. The company has had ISO 9001:2000 certification since 1993 and its quality control system is regularly reviewed and updated. The company supplies such multinationals as General Electric Aircraft Engines, Pratt & Whitney, Rolls-Royce, Boeing and Airbus.



CONSAT
CANADA INCORPORATED

MS Pharma



Multibox (www.multiboxit.com)

Founded in 1995, Multibox designs and manufactures high-end packaging for the automobile industry, for specialty boutiques and for luxury products. The company also specializes in promotions, advertising, marketing and product launches. Its clientele includes the SAQ, which it has been supplying with corrugated cardboard bags, bottle boxes and displays since 1995, and such prominent companies as L'Oréal, Sleeman/Unibroue, Loto-Québec and Bombardier. The distinguishing feature of Multibox packaging is its natural appearance.

Consat (www.consat.com)

Consat, a Swedish engineering firm specializing in industrial automation, software development and automobile technology, chose to headquarter its Canadian operations in Laval. Its client base includes several Scandinavian companies with operations in Canada: ABB, Ericsson and Volvo, the parent company of Saint-Eustache-based Nova Bus, a manufacturer of urban transit buses with which Consat is working to develop a telematics communications system aimed at enhancing public transit management. Having already established itself in the United States and planning to do the same in South America in 2009, this firm's global outlook and reach prompted the recent opening of its new Canadian subsidiary, Consat Canada, in Laval.

MRE Environnement (www.recyc-frigo.com)

Recyclage ÉcoSolutions, along with Marcon and Roy Livraison spécialisée, are part of MRE Environnement, a consortium set up following a call for tenders from Hydro-Québec to run the Recyc-Frigo program, which promotes the recycling of old, power-hungry refrigerators and freezers. The three partner companies together invested more than \$10 million to set up and operate this major energy-saving initiative. Automating the consortium's appliance recovery plant in Laval alone required an investment of \$7 million. ÉcoSolutions was able to put together the necessary financing thanks in particular to the support of the Centre local de développement (CLD) de Laval and LAVAL TECHNOPOLE, both of which worked to heighten awareness of the project among its various stakeholders.

MS Pharma (www.mspharma.ca)

MS Pharma is an innovative contract laboratory, meeting quality standards specified in the GMP (good manufacturing practices) and offering analytical services to the pharmaceutical, cosmetic and nutraceutical industries. MS Pharma is also a distributor of disposable and consumable laboratory materials.

MS Pharma provides its customers with high quality, fast and reliable services and products by adapting its quality systems to their operations. The company uses high-tech instruments and specialized teams.

During the next year, it intends to continue its efforts to grow not only within the Biotech City, where it is now well established and where a major pool of the kind of manufacturers it is targeting already exists, but also in Ontario and other provinces throughout Canada. The company has also set its sights on the United States and will soon begin the process to obtain FDA accreditation.

Multi Espaces Entrepôts

(www.multiespacesentrepots.com)

Multi Espaces Entrepôts offers 3,700 square metres of inside storage space over two floors, along with secure outside parking spaces, a business centre, and access to everything people need to comfortably move their belongings.

More importantly, this self-storage company boasts a sophisticated and reliable security system that includes continuous video surveillance, motion detector lights, an 8-ft. high barbed wire fence, and a keypad-activated gate.

At Multi Espaces Entrepôts, every movement is captured and videotaped. As well, each storage space is equipped with an individual alarm connected to a central unit, and the premises are patrolled after opening hours. With all these features, users can rest easy, knowing their belongings are safe at all times.



LAVAL TECHNOPOLE: 2008 Highlights

A pivotal year for LAVAL TECHNOPOLE, 2008 was characterized by the implementation of Growth Challenge, an economic development program focused on providing service to local businesses – the engines of Laval's economic growth. The entire LAVAL TECHNOPOLE team rallied around this program, which has already yielded promising results. The following is an overview of our achievements during the year.

The INDUSTRIAL POLE and the Real Estate Development Service

As part of the Growth Challenge program, the INDUSTRIAL POLE visited 26 companies in 2008: 11 industrial visits and 15 visits to international subsidiaries in order to gain a better understanding of the business climate and offer the appropriate services. To this end, the INDUSTRIAL POLE formed the INDUSTRIAL POLE Committee, consisting of prominent members of the Laval economic community, to analyze the economic situation and determine the best way to help companies in this sector of excellence.

Outsourcing

To encourage outsourcing in Laval, the INDUSTRIAL POLE renewed its memorandum of understanding with STIQ (Sous-traitance industrielle du Québec), whose mission is to assist companies and suppliers to forge business ties. As a result of this agreement:

- 42 Laval businesses were referred in response to requests or mandates from local outsourcers;
- 8 Laval companies benefited from STIQ's services.

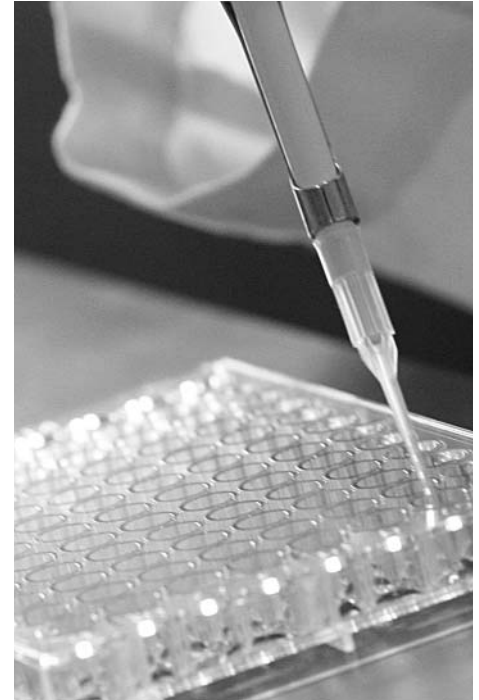
New arrivals

In 2008, the Real Estate Development Service was involved in 12 projects entailing the development of 180,327 square metres of industrial land. Totalling \$48.8 million, these projects created and preserved 281 and 55 jobs, respectively, in Laval.

BIOPOLE

The BIOPOLE represents Laval's life sciences companies and institutions while the Biotech City refers to a sub-unit located in the Science and High Technology Park. Of the BIOPOLE's 90 companies, 33 are located in the Biotech City. In 2008, the BIOPOLE recorded \$315.3 million in investments (intensity of R&D activities carried out by Laval companies and institutions, and capital expenditures on buildings and equipment).

Five new companies enriched our business cluster in 2008: Accellab, MS pharma, Elias pharma, PNP Canada and Aurelium biopharma, while a number of the large multinationals on our territory continued to expand: LAB Recherche, Boeringher Ingelheim and sanofi-aventis. As well, the INRS inaugurated a new teaching and research pavilion.



- The Biotech City stood out as a Quebec leader in the Innovations thérapeutiques activity held during the Symposium sur les Créneaux d'excellence québécois et les Pôles de compétitivité français.
- In June, following the symposium, a framework cooperation agreement for R&D and training was signed between the Institut national de la recherche scientifique (INRS) and the Université de la Méditerranée, with Prime Minister Fillon and Premier Charest in attendance.
- The Biotech City continued to promote the BIOPOLE by participating in three major conferences: Biomedex, Bio 2008 San Diego and BioContact.
- At the regional level, a BIOPOLE representative sat on the In Vivo and BIOQuébec committees. At the local level, BIOPOLE representatives were present at meetings with delegations from Bavaria, the French Chamber of Commerce in Canada, Catalonia, PromoMadrid and the British Consulate General.



AGROPOLE

Innovation coaching for producers

Following its success in 2007, the innovation coaching project continued in 2008, this time offered to a group of 10 agricultural SMEs interested in improving or developing a product or process. Four services were offered: an innovation audit, preparation of an individualized action plan for a specific project, individual coaching, and group coaching on topics of common interest.

The project was developed to make businesses aware of the strategic importance of innovation in the agri-food industry; to provide agricultural production companies with the tools they need for their innovation projects, to improve the return on innovation investments, to bring businesses and the research community closer together, and to develop Laval's network of innovative agri-food businesses.

Characterization study of the peri-urban agricultural zone

With a view to ensuring sustainable agriculture in Laval, an assessment of current peri-urban farming was undertaken in 2008. Statistical data on farms in Laval and the changing landscape will be used to paint a picture of the current situation and agricultural trends. The study will serve as a basis for developing an action plan to ensure the future of Laval's farming industry.

Local food products co-op

Two pilot projects resulted in a business plan for a co-op to sell fresh food products to the workplace.

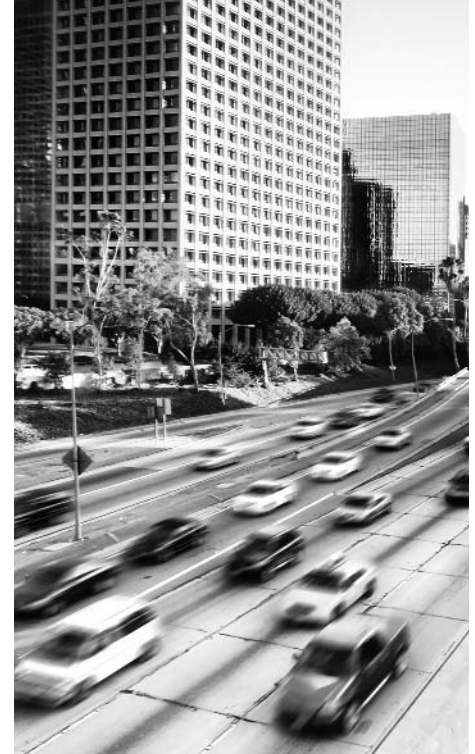
A directory on LAVAL TECHNOPOLE's Web site called "Products and Services"

- This directory allows buyers to view Laval's food offering and obtain details on a specific product category, a particular product, a producer or a processor.
- The directory also lists Laval companies capable of meeting the needs of corporate buyers (food, products and services).

Company visits

- Over 150 hours of consulting.
- Close to 50 companies benefited from the consulting service offered.
- Five marketing training sessions.

Lastly, the AGROPOLE worked with the region's economic development partners on numerous initiatives: Emploi-Quebec, the ministère du Développement économique, de l'Innovation et de l'Exportation, and Canada Economic Development.



LAVAL TECHNOPOLE International Business Centre

Created in the fall of 2007 as part of the Growth Challenge program, the LAVAL TECHNOPOLE International Business Centre began offering its services and executing its action plan in early 2008.

With its training programs, coaching and missions, the International Business Centre introduces exporting to businesses and helps seasoned exporters further their development. In 2008 alone, nearly 200 business leaders benefited from the International Business Centre's services (meetings with international buyers, training sessions, missions, etc.).

In 2008, the International Business Centre carried out familiarization and marketing missions, helping local businesses forge new alliances, develop new networks and sell their goods and services to international clients. In a major mission to the United Arab Emirates, the 11 participants took part in 90 meetings with UAE companies, resulting in sales of nearly \$10 million.



The International Business Centre offers a variety of consulting services and refers businesses to its partners (Canadian and Quebec government agencies). More than 90 Laval companies benefited from such referrals in 2008.

The International Business Centre also publishes documentation on various topics of interest, which is available in the section dedicated to the Centre on LAVAL TECHNOPOLE's Web site.



**WE DON'T
WORK ALONE.
WHY SHOULD YOU?**

We at LAVAL TECHNOPOLE are experts who help Laval businesses thrive. But we don't do it alone; numerous partners (City of Laval, Local Development Centre, Government of Québec, Government of Canada, Chambre de commerce et d'industrie de Laval) all collaborate in the growth of Laval companies. So there's no reason for you to plan your projects for the future all alone. Choose Laval; we bring the economic life of our city...to life!

LAVAL TECHNOPOLE
EXPERTS IN MANAGING GROWTH IN YOUR BUSINESS

One number will get you started: 450 978-5959
One Web site will guide you: www.lavaltechnopole.com

www.lavaltechnopole.com

Tourism Division

As a result of a partnership agreement between the Centre local de développement (CLD) de Laval and Tourisme Laval, the position of Tourism Development Commissioner was created in spring 2008 at LAVAL TECHNOPOLE in order to support Laval businesses with their recreational tourism projects and attract new investment.

Laval has witnessed strong growth in tourism in recent years and has come to the conclusion that in order for this trend to continue, it must create new tourism products, attract new investments, and increase the economic spin-offs generated by this industry. Accordingly, in 2008, the Tourism Development Commissioner was asked to propose an ambitious, structured, relevant and mobilizing development plan for the City's recreational tourism industry. The plan submitted showed that Laval has tremendous potential in this segment, whose reach extends beyond day-trippers and Laval tourists to people in the surrounding areas. This is an important distinguishing feature in the case of Laval, because 3.5 million people or 47% of the Quebec population lives within a 40 km radius of Laval. As a result of the Tourism Division's work, a regional plan has been prepared to develop the recreational offer. The plan will be implemented in 2009 in cooperation with the regional partners involved.

Marketing and Communication Service

The Marketing and Communication Service actively participated in the development and implementation of the Growth Challenge communication strategy in 2008.

This service launched a major positioning campaign in 2008, promoting Laval's economic environment, its unique advantages, sectors of excellence and vitality. It also worked with Laval builders on the 2008-2009 housing campaign called *Live it up in Laval, where it's understood it's good to feel good!*, designed to consolidate Laval's position in the metropolitan area.

Aside from its publicity work, the Marketing and Communication Service published the annual report and four economic newsletters, and carried out some 50 media initiatives. It also overhauled LAVAL TECHNOPOLE's Web site to reflect its new orientations. Finally, it helped boost the visibility of resident companies through media exposure.

Executive Committee and Board of Directors



Executive Committee

Top, from left to right:

Federico Stroppiana, President
MONDO AMERICA

Basile Angelopoulos, Municipal Councillor,
Chomedey and member of the
Executive Committee
CITY OF LAVAL

Gilles Lacroix, Agricultural Producer
LES SERRES GILLES LACROIX

Bottom, from left to right:

Pierre Desroches, Director General
LAVAL TECHNOPOLE

Louise Bussières, Finance Vice-President
LAB RECHERCHE

Inset:

Alexandre Jarry, Lawyer
JARRY, BAZINET, AVOCATS



Board of Directors

Robin Blanchet, General Manager
FÈVES AU LARD L'HÉRITAGE

Mark Busgang, President Chief Executive
Officer and Director
WARNEX

Mattie Chinks, President
AVMOR

Martin Desrochers, President
MADECO CONSTRUCTION

Alain Forget, President
FERME LYNE & ALAIN FORGET

Charles Gingras, Owner
IGA EXTRA DAIGLE

Pierre Lapointe, Director General
INSTITUT NATIONAL DE LA RECHERCHE
SCIENTIFIQUE (INRS)

Claude Lemieux, President
NORSECO

André Martin, Consultant (photo unavailable)

Giuseppe Olcelli, Consultant

Robert Plante, Municipal Councillor
of l'Orée-des-bois
CITY OF LAVAL

Louis Proulx, Chairman of the Board
GPL PROULX ASSURANCE

Cindy Walsh, Vice-President
Finance and Operations
OKIOK DATA



General Management

Pierre Desroches

Director General

Damien Cloutier

Assistant Director General

Jean-Marie Pressé

Business Strategy Advisor

Johanne Gélinas

Executive Assistant

Marketing and Communication

Sylvie Gauthier

Director

Claire Monteil

Coordinator

Administrative Services

Francine Perrotte

Director

Lucie Désilets

Coordinator Human Resources

Stéphan Martel

Administrative Technician

Lucie Summerside

Accounting Technician

Jeannine St-Denis

Receptionist

BIOPOLE

Benoit Picard

Director

Louise Perreault

Assistant

AGROPOLE

Nancy Guay

Director

Claire Douville

Assistant

INDUSTRIAL POLE

Gilbert LeBlanc

Economic Development Officer

Louise Perreault

Assistant

TOURISM

Jean-Marc Lecouturier

Tourism Commissioner

LAVAL TECHNOPOLE

International Business Centre

Véronique Proulx

Director

Caroline Bouchard

Advisor

Bruno Séguin

Advisor

Sophie Mainville

Administrative Assistant

Financial Services (CLD)

Damien Cloutier

Director of Operations

André Fillion

Business Development Advisor

Célyne Lafrance

Business Development Advisor

Tien Tai Le

Business Development Advisor

Stéphane Pichard-Sucheyre

Business Development Advisor

Chantale Thibault

Business Development Advisor

Louise Sauvé

Administrative Assistant

Ginette St-Amour

Administrative Assistant

Business Development (CLD)

Nathalie Plante

Coordinator

Nathalie Caron

Business Development Advisor

Gabriela Cosentino

Business Development Advisor

Michel Hogue

Business Development Advisor

Martin Lapierre

Business Development Advisor

Alex Robitaille

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