

Laval: words that speak for themselves

people

innovation



investments

the future...



Table of contents

MESSAGE FROM THE MAYOR	2
MESSAGE FROM THE CHAIRMAN OF THE BOARD	3
MESSAGE FROM THE EXECUTIVE DIRECTOR	4
ANOTHER BANNER YEAR IN 2006	5
COMPANIES IN THE HEADLINES	10
LAVAL TECHNOPOLE HIGHLIGHTS OF THE YEAR	12
EXECUTIVE COMMITTEE AND BOARD OF DIRECTORS	15
LAVAL TECHNOPOLE TEAM AND SERVICES	16

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Forty-two years of a clear economic development vision

One look at Laval's 2006 investments results tells us that the choices we've been making since 1965 are paying off year after year.

Laval's clear development vision for the City has had a palpable impact on our economy's performance.

By structuring our accommodation capacity, targeting areas of development and working together to build a quality urban structure, we have managed to realize the City's immense potential while preserving its character and reputation as a great place to live.

Our investment results this year are yet again a testament to the vitality of our resident companies, which in turn, is prompting us to step up our efforts to nurture their success both here and abroad.

As an economic partner, the municipal administration does its share not only by investing in quality infrastructures but by funding LAVAL TECHNOPOLE, the economic development agency created to promote our economy and businesses together with Laval's economic development partners.

In 2007, Laval will finally see three metro stations open their doors. A long-awaited and welcome addition to the public transit system, the new metro will be a structuring tool that will help consolidate the Laval urban fabric and ease the traffic flow in the City.

Beyond our strong economic performance, 2006 was the year Laval reached economic maturity – a milestone worthy of note.

I would like to take this opportunity to welcome the new companies on our territory. They made a smart choice by setting up in Laval and can count on the municipal administration as well as the business community to help them reach their goals.

I'd like to also congratulate Laval's resident companies, which once again demonstrated their talent and ambitions by investing as they have in their future.

And finally, I would like to highlight the efforts of all those who work day in and day out to ensure Laval's success.



A handwritten signature in black ink, which appears to read "Gilles Vaillancourt". The signature is fluid and cursive.

GILLES VAILLANCOURT
MAYOR OF LAVAL

Another banner year for the Laval economy in 2006

Success is never a sure thing. You have to constantly keep your shoulder to the wheel if your goal is to stand out and rank with the best.

Since the day it was created, Laval has been laying the foundation on which to build a solid economy that can keep pace with the changing world.

We can never say it enough: Laval's diversified economy is one of its key strengths on the Quebec stage.

Laval's municipal administration has been involved in the City's economic planning from day one, and this involvement only became stronger with the creation of its economic development agency, LAVAL TECHNOPOLE.

Since its inception, LAVAL TECHNOPOLE has stood out from the pack as a result of its ability to clearly define its areas of development and help Laval become a part of the world's foremost networks. Its creativity has translated into innovative ways to promote Laval as a business location of choice.

Recognized as one of Quebec's most dynamic economic development agencies, LAVAL TECHNOPOLE is at the core of the development strategy implemented by the municipal administration together with partners dedicated to Laval's success.

Our results are an eloquent testimony to the smart choices we make together. Totalling \$1,480,191,103, investments in 2006 were the second highest in history. The industrial and residential sectors were the main driving forces behind the economy, accounting for 37.6% and 35% of investments, respectively.

As you read our Annual Report, it will become apparent that our companies were responsible for nearly 85% of the investments made on our territory, a testament to their soundness and quality, and clear proof of their ability to seize opportunities both at home and abroad.

These results would not have been possible without the help of many partners. First and foremost, I would like to thank the members of the Board for their commitment to Laval. I would also like to extend my gratitude to the LAVAL TECHNOPOLE team, which works so hard for our local businesses. A special thank you to Pierre Bélanger, who has moved on to new challenges, for his contribution to Laval's growth during his 14-year tenure at the helm of LAVAL TECHNOPOLE. My thanks also go to the agency's new executive director, Robert A. Dubé, who faces the formidable mandate of taking Laval to new heights by leveraging its strengths and those of LAVAL TECHNOPOLE. Finally, I would like to thank the municipal administration for its unflagging support.



A stylized, handwritten signature of Pierre Desroches in black ink.

PIERRE DESROCHES
CHAIRMAN OF THE BOARD

Building on our strengths to meet the growth challenge

From a distance, Laval is the envy of many cities and economic development agencies. When you zoom in, it's easy to understand why. The City knows how to transform energy into success. Since my arrival in September, I've noticed that all of Laval's initiatives are imbued with vitality, and I now understand what they mean when they talk about "future and growth." Laval is a city that constantly reinvents itself to achieve new goals and reach new heights.

Taking the helm of LAVAL TECHNOPOLE meant buying into this local energy and being part of a vast urban worksite. I quickly learned that Laval is not afraid of anything. Its daring is legendary, its creativity well documented and its success, well, simply uncontested.

As the agency's new head, my job is not to reinvent the wheel but simply to build on what has already clearly produced many tangible dividends. I will therefore seek creative ways to leverage the strengths of the Laval economy and explore new avenues that will allow us to push beyond our limits and develop other aspects of Laval's economic potential.

To this end, I spent the first few months of my tenure redeploying our services and resources as part of what I refer to as the growth challenge. Given the context in which our businesses are operating and their impact on Laval's development, we will offer services that are increasingly geared to supporting their growth.

We will also seek to make LAVAL TECHNOPOLE a one-stop location not only for the services we offer but for those of our partners as well, services that are designed to further innovation, expansion and market development.

Our goal is to ensure the business community knows about all the training programs, resources, advisory services and financing programs offered by the various levels of government.

Strategically, we will continue to work in areas that Laval has already identified as its sectors of excellence, bolstering them even further by appointing a director for each one.

Ultimately, LAVAL TECHNOPOLE's main focus will be its local businesses because they are the ones that drive the economy with their investments. We will endeavor to strengthen our ties with our primary market—metropolitan Montreal—and with North and South America, our main export markets and now the focus of our networking efforts. After all, if this is where European cities see the future, we would be very remiss not to take advantage of our proximity.

To help us reach new heights, we will also look for new avenues, which we will try if market conditions allow. I firmly believe that with its entrepreneurial spirit and cohesive partners, Laval can't help but succeed.

The credit for Laval's success in 2006 does not belong to me but to my predecessor and to the members of the LAVAL TECHNOPOLE team, one of the best in Quebec. I have no doubt that together, we will keep Laval at the head of the pack.

In closing, I would like to thank LAVAL TECHNOPOLE's Board of Directors and the municipal administration for its contribution to our success.



A handwritten signature in black ink, which appears to read "R. Dubé". The signature is fluid and cursive.

ROBERT A. DUBÉ
EXECUTIVE DIRECTOR

Another banner year in 2006

Laval's momentum continued throughout 2006 and the city posted exceptional investment results that once again attest to the vitality and diversity of its economy. All four major sectors – industrial, residential, commercial and institutional – contributed to the City's performance in 2006.

The industrial and residential sectors were once again behind much of the investments on the territory. Laval has been growing at an average rate of 16% for the last decade, making it a front runner in Quebec. An economic hub in metropolitan Montreal, Laval contributes to the metropolitan region's economic strength and to Quebec's prosperity. Thanks to its accommodation capacity, business calibre and critical masses in key sectors, Laval is a major asset to metropolitan investors and businesses.

Investments total \$1,480,191,103 in 2006

Laval recorded its second best year ever in 2006, with industrial investments accounting for 37.6% of the total, followed by the residential sector at 35%, the institutional sector at 17.3% and finally, the commercial sector at 10.1%.

A booming industrial sector

Industrial investments represented 37.6% of all investments with 511 projects totalling \$556.3 million. Resulting in the creation of 2,460 jobs, these investments were made mostly by local companies, which were responsible for 478 of the 511 projects. New industrial companies accounted for the remaining 33 investments, which at \$86.9 million were up 47% over last year. An important addition to the Laval roster of companies is multinational RTI, whose subsidiary RTI Claro invested \$43 million to set up operations in Laval.

TOTAL INVESTMENTS CITY OF LAVAL, 2006

Sectors	Investments	Percentage	Comments
Industrial	\$556,286,271	37.6%	511 projects
Commercial	\$149,614,269	10.1%	270 projects
Institutional	\$256,084,200	17.3%	47 projects
Residential	\$518,206,363	35%	2,786 permits issued
Total	\$1,480,191,103	100%	

Source: Laval Urban Planning Department and LAVAL TECHNOPOLE – Special compilation

Note: Institutional investments include the fifth phase of the metro construction project, a \$151 million investment out of a total \$804 million as estimated at February 28, 2007.

The major arrivals in 2006 were as follows:

NEW INDUSTRIAL COMPANIES CITY OF LAVAL, 2006

Projects	Investments
RTI Claro	\$43 M
Yokohama	\$7 M
George Courey	\$5.5 M
Cominar	\$5.3 M
Laboratoire Dr Renaud	\$4.5 M

The following table shows the key expansion projects in 2006.

INDUSTRIAL EXPANSIONS CITY OF LAVAL, 2006

Projects	Investments
Sanofi aventis Canada	\$95.1 M
Boehringer Ingelheim	\$80.7 M
Neurochem	\$58.8 M
LAB Recherche	\$20.5 M
Labopharm	\$19.2 M
Roche Diagnostics	\$10 M
Bio-K+ International	\$5 M
L. Dagenais et Fils	\$5 M
ConvExpert	\$4.5 M

Research and development: a key driver of Laval's economic growth

Accounting for 51% of all industrial investments on the territory, research and development plays an important part in Laval's growth. The BIOPOLE's beacon companies, including Sanofi aventis Canada, Boehringer Ingelheim and Neurochem, once again led the way in R&D investments, which this year totalled \$231 million.

According to our industrial survey, industrial investments were broken down as follows in 2006:

BREAKDOWN OF INDUSTRIAL INVESTMENTS
CITY OF LAVAL, 2006

Types of investment	Investments	Percentage
Land	\$20,839,154	4%
Buildings	\$146,735,319	26%
Equipment	\$96,445,878	17%
Research and Development	\$285,832,070	51%
Formation	\$6,433,850	2%
Total	\$556,286,271	100%

Seventeen percent of the investments involved technical upgrades by our resident companies, clearly attesting to the efforts they make to remain competitive.

Laval residential market holds up better than its counterparts

In 2006, the Montreal census metropolitan area (CMA) saw housing starts decline 10% (22,813) from 2005. The drop by area was: Laval and North Shore, -5%, South Shore, -7%, Montreal Island, -19%.

Early in the year, we projected a slight slow-down in construction on our territory due to the anticipated drop in housing starts as well as

high property prices. Our forecast called for investments of \$710 million in construction (all categories combined), which we surpassed as investments reached \$753.4 million in 2006. Residential construction remained buoyant although some indicators point to a levelling off.

A total of 2,643 dwelling units were built in Laval in 2006, or 17.6% fewer than last year. This performance mirrored 2003's.

Single-family homes once again came out on top, accounting for 1,233 units or 46.6% of all new housing. Since 2004, this type of

construction has fallen some 10% per year; however, in 2006, the lost ground was made up by duplexes and triplexes, which now represent 17% of all new residential construction. This shift stems from the large number of triplex start-ups in some parts of Chomedey, where this type of housing is in great demand.

However, detached single-family homes are still by far the most popular, accounting for more than 86% of new construction. The total declared value of residential construction permits was \$482.7 million in 2006, representing 78% of new construction in Laval.

NUMBER OF UNITS IN RESIDENTIAL CONSTRUCTION
CITY OF LAVAL, 2006

Contractors

Madeco Royal	205
Les entreprises immobilières Joyal	193
Les Entreprises Samig	160
Prescon	100
Maisons Charplexe	80
Groupe Immobilier Clé d'Or	79
Constructions Quadrax	77
Excellence Construction	63
Construction Beau-Vain	62
Le Groupe Platinum Construction 2001	61
Gestion Michel Plouffe	54
Bétaplex	53
Habitations Germat	41
Habitations Saint-Martin	40
Le Boisé Champêtre de Laval	40
Construction GAB	40
Madeco Construction 2000	39



Institutional, commercial and industrial construction up

Investments in new institutional, commercial and industrial construction rose 24.9% in 2006 to \$143.8 million. The institutional sector was at the top in 2006, offsetting the relative slackness in industrial and commercial construction.

NEW CONSTRUCTION PROJECTS VALUED AT \$3 MILLION AND UP
CITY OF LAVAL, 2006

Owners	Addresses	Description of Work	Declared Value
Eddy Savoie	1455 de l'Avenir Blvd.	Seniors residence (Résidence Soleil)	\$40 M
Réseau Sélection	3300 Le Carrefour Blvd.	Residential complex	\$16.8 M
Richard Bédard	269 Sainte-Rose Blvd.	Seniors residence	\$15 M
Les Investissements Lacordaire	6625 Ernest-Cormier St.	Office building and manufacturing plant (Viau)	\$12 M
Sobeys Québec	5680 des Laurentides Blvd.	Commercial building (IGA)	\$5.3 M
Les Placements Autoroute 25 S.E.N.C.	5860 Maurice-Cullen St.	Office building and warehouse	\$4.1 M
Développements Techno-industriels	3200 Jacques-Bureau Av.	Industrial building with multiple units	\$3.5 M
Gesco Lussier Excellence Peterbilt	4205 Desserte East Chomedey (A-13)	Building for new truck sales	\$3 M



DECLARED VALUE OF CONSTRUCTION PERMITS
CITY OF LAVAL, 2006

Sectors	New Permits	Improvements	Total
Residential	\$482,742,047	\$35,463,316	\$518,205,363
Commercial	\$28,247,566	\$41,666,703	\$69,914,269
Industrial	\$43,004,655	\$37,518,436	\$80,523,091
Institutional	\$72,586,187	\$12,138,013	\$84,724,200
Total	\$626,580,455	\$126,786,468	\$753,366,923

Source: Laval Urban Planning Department

NUMBER OF CONSTRUCTION PERMITS
CITY OF LAVAL, 2006

Sectors	New Permits	Improvements	Total
Residential	1,469	1,317	2,786
Commercial	24	235	259
Industrial	17	38	55
Institutional	4	37	41
Total	1,514	1,627	3,141

Source: Laval Urban Planning Department

The commercial sector continues to grow

There's no doubt about it, Laval clearly has commercial drawing power both in terms of investments and in terms of consumers, who come here to shop from far and wide.

The traditional model used to define Laval's market must now be revised to include a broader area due to the ever growing number of shopping centers and major retailers in Laval. Indeed, the completed commercial hub of highway 440 and Laurentian Autoroute 15 has made it much easier for shoppers from the West Island to come to Laval.

The neighbour commercial network also made an important contribution to Laval's economy in 2006. As a key driver of employment, this network was responsible for nearly 30,000 jobs on average during the year, or 16.2% of the Laval workforce.

Laval residents have seen their disposable income rise steadily between 1995 and 2005 to \$31,160, compared to an average of \$29,499 in Quebec overall. The highest in the province, this income also contributes to the vitality of the Laval commercial sector.

Commercial investments were up 1.6% from 2005 to \$149.6 million. The main investment projects launched or underway are:

MAIN INVESTMENTS - COMMERCIAL SECTOR

CITY OF LAVAL, 2006

Projects	Investments
Ivanhoe Cambridge – Centropolis	\$49 M
Bernard Trottier Sport (SAIL)	\$8 M
Investissements Gagné (4605 Sainte-Rose Blvd.)	\$7.5 M
Métro-Richelieu (Super C)	\$7 M
IGA Extra – St-Denis family	\$6 M
Sobeys Québec	\$5.3 M
IGA – Cartier	\$3.7 M

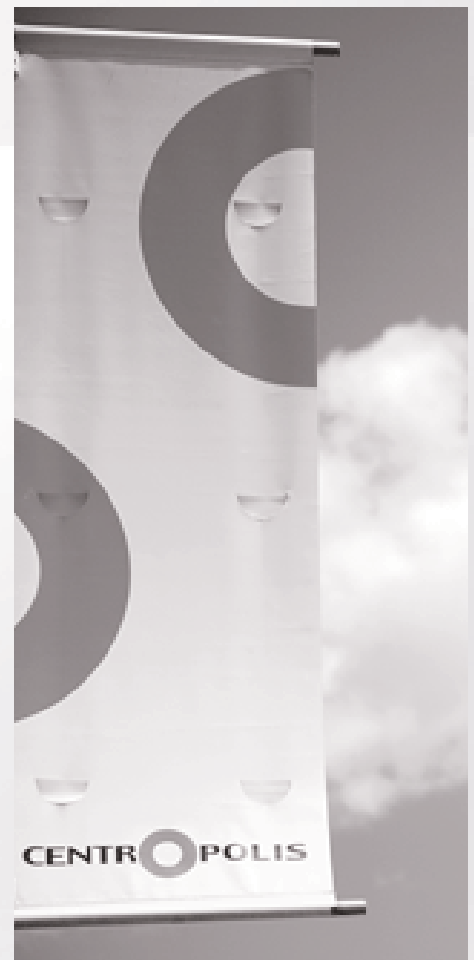
MAIN INVESTMENTS - INSTITUTIONAL SECTOR

CITY OF LAVAL, 2006

Projects	Investments
Agence métropolitaine de transport (métro)	\$151 M
Cité de la Santé de Laval (renovation – equipment purchase and hemodynamics room)	\$11.3 M
Laval School Commission (Le Chantier school)	\$6.2 M
Groupe Opmedic	\$3 M
Laval School Commission (IPIQ)	\$2.8 M
CPE La Cachette	\$1 M

Institutional sector: metro investments make a difference

Jumping 38%, institutional investments reached \$256.1 million in 2006. The metro project has driven much of this sector, where we have been recording \$151 million annually for this project alone. Seven hundred and five million dollars or 88% of the total investment value of \$804 million have been recorded to date and as at December 31, 2006, the project was more than 90% completed. It should be noted that when calculating institutional investments, we do not include investments made by the municipal administration in fixed assets and infrastructures.



BREAKDOWN OF INVESTMENTS AND NEW INDUSTRIAL JOBS BY SECTOR OF EXCELLENCE
CITY OF LAVAL, 2006

Sectors of Excellence	Investments	Percentage	Number of Jobs	Percentage
BIOPOLE	356.9	64.1%	497	20%
e-POLE	15.7	2.8%	256	10.4%
AGROPOLE	18.9	3.4%	91	3.7%
INDUSTRIAL POLE	139.5	25%	1,404	57%
Services and real estate	25.3	4.7%	212	8.9%
Total	556.3	100%	2,460	100%

Source: LAVAL TECHNOPOLE – Statistical Survey 2006

Our growing sectors of excellence

By adopting the technopolitan development model, Laval has joined a major movement in the modern global economy. Its sectors of excellence provide balance and depth to the Laval economy. As such, the BIOPOLE, e-POLE and AGROPOLE complete the economic base found in the INDUSTRIAL POLE. In 2006, 800 or 35% of the 2,285 companies associated with sectors of excellence as defined by LAVAL TECHNOPOLE were part of the INDUSTRIAL POLE. The companies in the INDUSTRIAL POLE employed 20,560 people or 56% of all the employees in our sectors of excellence.

In 2006, the main areas associated with the INDUSTRIAL POLE, which had the largest number of companies, are printing and publishing, plastic products, metal manufacturing, machining shops and furniture and furnishings manufacturing. The food production sector is now included in the AGROPOLE.



Companies in the headlines

Our companies make headlines every year with the awards they receive, strategic alliances they forge and products they create. Some of the highlights of 2006:

TENROX

Miranda Technologies signed a contract with resident company Tenrox Timesheet to improve its billing process and project budgeting system. For its part, Tenrox closed a major deal with MaineGeneral Health for its Project Portfolio Management (PPM) software solution.

NEKS Technologies

Neks launched two new devices in 2006 – Neks DetecTar and Neks D-Carie – with a view to setting itself apart even more on the international dentistry market.

Pelican International

In order to meet the growing needs of outdoor enthusiasts, Pelican introduced 14-foot kayaks in May 2006 geared to intermediate and advanced kayakers, the fastest growing segment in this North-American industry. Pelican International has been a leader in the design and manufacture of plastic recreational products for over 35 years and sells its products in nearly 40 countries. The business magazine Les Affaires has ranked the company among the four top SMEs in Quebec and last year awarded Pelican the Performance Award in the Export category.

Distribution Mondoux

This company was cited by the magazine Canadian Packaging for its innovative repacking processes.



Dessau-Soprin

Engineering and construction firm Dessau-Soprin inked a contract together with Autoroutes du Sud de la France (ASF), a concession-holder forming part of the Vinci public works group, to provide management services to the Algerian government as part of a project to build a 1,200-km highway that will stretch from the Tunisian border to the east to the Moroccan border to the west.

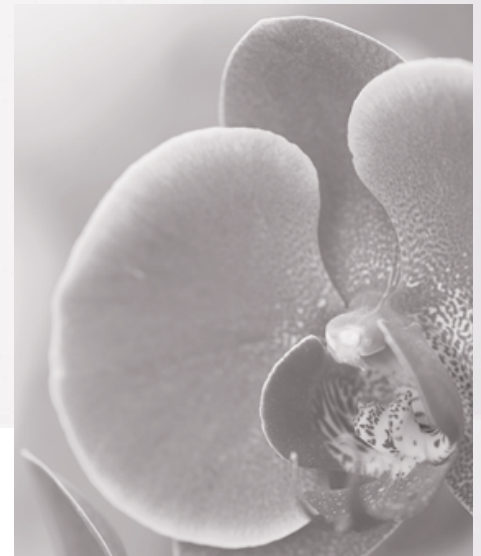


Warnex

In August Warnex announced that it had formed a strategic alliance with Eppendorf, a global leader in the laboratory equipment market, which will combine Eppendorf's state-of-the-art Mastercycler ep realplex® real-time PCR system with Warnex's pathogen detection kits and software to provide enhanced food safety tests. On another front, Warnex walked away with the Gold Prize in the Montreal SME category at the 13th annual "SMEs of the National Bank" recognition program.

Paradis des Orchidées

In October, Paradis des Orchidées participated in the annual orchid show organized by the Eastern Canada Orchid Society. Forty-five



exhibitors from Canada (Quebec and Ontario), the U.S. (Massachusetts, New York, California, Illinois), Ecuador and Colombia displayed over 1,800 species of orchids in the show and competition. Paradis des Orchidées displayed 35 species and not only garnered 27 prizes, including 7 first prizes, but also received a prestigious award from the American Orchid Society.



Groupe Rousseau Lefebvre

Founded in 1989 by landscape architects Michel Rousseau and Daniel Lefebvre, Groupe Rousseau Lefebvre is a multidisciplinary firm

that offers landscape architecture, environmental, urban design and urban planning services. In 2006, the company earned four awards, including a *Phénix de l'environnement* in the Protection, Restoration or Promotion of Natural Spaces and Biodiversity category for its design of the Giovanni-Caboto Park in Laval. The Group also received two regional citation awards from the Canadian Society of Landscape Architects (CSLA), one for its contribution to the CMHC's Landscape Guide for Canadian Homes, and another in the Planning and Analysis category for its Les Clos Prévostois project in the Laurentians (Quebec). Lastly, the company was recognized by the AQTR in the Technical Achievement category for its Cousineau-Beauséjour link in Montreal's Ahuntsic-Cartierville borough.



DATACHROME

Datachrome

At the 24th edition of the Gala Gutenberg held in April in Montreal, the jury of *Les Artisans des arts graphiques de Montréal* awarded its Grand Gutenberg 2006 to Datachrome for the souvenir program designed for Cirque du Soleil's Zumanity show.

In awarding its grand prize, the jury underscored the exceptional quality of the printing and finishing of this demanding work, full of details and vibrant images printed using stochastic screening technology.

This Grand Prize also confirmed the exceptional collaboration that has existed for many years between Cirque du Soleil and Datachrome, which produces the Cirque's famous souvenir programs.



REPLICor

REPLICor's lead compound, REP 9, has been shown to have potent antiviral activity against avian H5N1 influenza virus. The influenza virus used in the study was A/Vietnam/1203/04, a human pathogenic avian influenza isolated from a fatally infected patient. This virus is highly aggressive and replicates much more rapidly than normal strains of the influenza virus.

This initial demonstration of REP 9 in vitro activity against H5N1 was generated in collaboration with Dr. Michael Holbrook of the University of Texas Medical Branch at the university's level 4 biosafety facility.



Algorithmme Pharma

Last April, Algorithmme Pharma was awarded first prize in the Human Resources – Large Business category during the gala of the 2006 Mercuriades competition in Montreal.

In front of more than 1,000 prominent members of the business community from all areas of Quebec, company CEO Louis Caillé accepted this honor and went on to meet Stéphan Bureau, reporter and television host. Mr. Caillé made the following statement: "The category in which we were honored is quite a reflection of Algorithmme Pharma's commitment to its employees. This is why I share this tribute with each and every of the company's 350 professionals."

ProMetic

In January ProMetic Life Sciences reported that Halozyme Therapeutics, a client of PLI's subsidiary ProMetic BioSciences, had obtained approval from the U.S. Food and Drug Administration (FDA) for Hylenex recombinant (hyaluronidase human injection) for use as an adjuvant agent to increase the absorption and dispersion of other injected drugs. Hylenex is purified during the manufacturing process using a proprietary synthetic-ligand affinity adsorbent manufactured by ProMetic BioSciences.

ProMetic BioSciences specializes in the development and manufacture of robust affinity separation materials that provide very high levels of purification. This is achieved by the use of small chemical affinity ligands designed to specifically bind the target biomolecule.



LAVAL TECHNOPOLE

highlights of the year

Two thousand six was filled with activities, initiatives and positive results.

LAVAL TECHNOPOLE has a clear mandate to develop the Laval economy, promote the City as the economic location of choice and create value by helping resident businesses grow. The agency is also responsible for raising Laval's profile on the local, national and international

scenes. To this end, it engages in promotional activities, scouts for and guides investors, participates in the world's foremost economic networks, organizes training programs, provides strategic advice and offers singular expertise in the field of exporting.

Expansion and real estate

Laval welcomed 33 new companies in 2006,

which either leased space, purchased industrial buildings or bought land in Laval's industrial parks on which to erect their own buildings.

Laval's municipal industrial parks saw the launch of 10 projects in 2006 for 102,376 square meters and a combined value of \$37.6 million. Some 293 new jobs will be created and 180 preserved as a result of these investments.

MUNICIPAL INDUSTRIAL PARKS – NEW PROJECTS IN 2006

Parks	Companies	Square Meters	Investments	Jobs Preserved	Jobs Created
Industrial Park Centre	Abipa Canada	12,323	\$6 M	-	25
Industrial Park Centre	Biscuits Rondeau	1,008	\$6 M	120	-
Autoroute 25 Industrial Park	George Courey	24,271	\$5.5 M	-	63
Science and High Technology Park	Bio-K+ International	6,940	\$5 M	-	30
Science and High Technology Park	Laboratoire Dr Renaud	11,753	\$4.5 M	-	90
Autoroute 25 Industrial Park	Kopel	19,026	\$3 M	-	-
Industrial Park Centre	Protection Incendie Idéal	763	\$3 M	60	30
Autoroute 25 Industrial Park	Avantec Métal	12,833	\$2.5 M	-	45
Autoroute 25 Industrial Park	Salaison Alpha	12,077	\$2 M	-	10
Science and High Technology Park	Tenrox	1,382	\$0.07 M	-	-
Total: 10 projects		102,376	\$37.6 M	180	293

PRIVATE PARKS AND INDUSTRIAL ZONES – NEW PROJECTS IN 2006

Parks	Companies	Square Meters	Investments	Jobs Preserved	Jobs Created
Autoroute 25 Industrial Park	RTI Claro	43,200	\$43 M	-	200
Laval Corporatif Centre II	Yokohama	27,871	\$7 M	-	60
Laval Corporatif Centre II	Dagenais et Fils	23,226	\$5 M	15	-
Private	Crescendo système	23,226	\$4 M	145	-
Industrial Park Centre	Pro-jek Électrique	12,265	\$4 M	-	-
Laval Corporatif Centre II	Sequoia	9,290	\$3.5 M	-	30
Industrial Park Centre	MMC Automation	4,924	\$1 M	-	-
Total: 7 projects		144,002	\$67.5 M	160	290

Laval's private industrial parks also had a good year with seven new projects totaling 144,002 square meters and \$67.5 million in initial investments. Thanks to these projects, 290 jobs will be created and 160 will be maintained.

Missions and alliances

LAVAL TECHNOPOLE initiates trade missions for the companies on its territory and seeks out strategic alliances with other cities or organizations with a view to fostering commercial and scientific exchanges. The highlights in 2006 were:



France trade mission

Biotechnology-agrifood and IT sectors

In February 2006, six companies, including four from Laval, participated in a trade mission to France organized by LAVAL TECHNOPOLE EXPORT and led by Laval Mayor Gilles Vaillancourt. The four local companies – Bio-K+ International, Dogico, Florence and HLP – estimated the spin-offs of this trip at over \$4.3 million. As a result of the mission, one of the participants, HLP, decided to set up operations in Nice.



New York trade mission

Construction sector

In May 2006, four Laval companies – Aciers Jean-Pierre Robert, Groupe Bois d'Or, Mondo America and WallFab – traveled to New York. The participants estimated the spin-offs of this mission at over \$3.3 million. In fact, Aciers Jean-Pierre Robert inked a \$1.2 million deal shortly after the trip and more business is expected in the near term for all the companies involved.

With a view to preparing businesses for export, LAVAL TECHNOPOLE EXPORT held two training workshops during the year leading to U.S. customs certification.

Trade mission to Markham

As part of a long-standing relationship, Laval and the city of Markham (Ontario) engage in frequent exchanges to help their respective companies forge strategic alliances. Thus, in November, Laval celebrated the 10th anniversary of the economic alliance agreement

concluded with Markham by organizing a trade mission to the city, led by LAVAL TECHNOPOLE.

It will be recalled that the two cities signed this business agreement to promote partnerships, strategic alliances and trade between the businesses on their respective territories.

The two cities have frequent contact given their very similar economic make-up. In fact, a number of companies have begun collaborating on various projects. Laval is also a member of the Quebec-Ontario Business Club, which was inaugurated during the mission.

C-TPAT

Nine companies have obtained C-TPAT (Customs Trade Partnership Against Terrorism) certification to date. Thanks to this initiative, spearheaded by LAVAL TECHNOPOLE EXPORT and its partners, these companies will now benefit from expedited processing, cutting the time to market for their products and therefore maximizing sales.

Customs compliance

In 2006, six companies participated in the customs compliance training and coaching program, developed to educate exporters on U.S. customs procedures and on how to ensure all their papers are in order since even a small mistake in this regard can be very costly. LAVAL TECHNOPOLE EXPORT seeks, among other things, to provide local enterprises with best business practices to help them gain an edge on the American market. Thanks to the involvement of LAVAL TECHNOPOLE, a key alliance was concluded during the year between the Regional Conference of Laval Elected Officials and the Midi-Pyrénées region.

LAVAL TECHNOPOLE also played a role in the cooperation agreement signed between The Biotech City and Genopole d'Evry, which will open the door to scientific collaborations and trade between Quebec and France in the sphere of biotechnology.

The Laval Local Development Centre (LDC)

A proud partner of the Laval LDC, LAVAL TECHNOPOLE and the local development centre have a common goal to help Laval businesses grow.

To this end, the Laval LDC offers a number of tools and services:

- The Entrepreneur's Guide;
- Consulting, guidance and referral service;
- Help preparing a business plan, including pre-feasibility studies;
- Entrepreneurship development and business support;
- Training and promotional activities aimed at fostering individual and collective entrepreneurship;
- Search for financing and access to business assistance programs;
- Advice and coaching for collective projects (coops, social economy, etc.);
- Strategic support (provided to business leaders at their place of work);
- Access to investment funds and funds aimed at supporting business growth: Young Promoters Fund (JP), Support for Self-Employed Workers (STA), Local Investment Fund (FLI), Social Economy Enterprise Development Fund (FDEÉS) Canadian Youth Business Foundation (CYBF), Laval Support Fund.

In order to ensure coherence between Laval's various economic development bodies in a context of overlapping territories, regional county municipalities (RMC) and regions, the City has adopted a unique LDC model under which the Laval Regional Conference of Elected Officials (CRÉ) oversees the LDC's general management and LAVAL TECHNOPOLE is responsible for service delivery.



Strategic support

The Strategic Support division assists local companies with such matters as preparing a business plan and analyzing market opportunities. It also dispenses advice on how to become more innovative. In addition to its usual activities, the division undertook a vast study in 2006 aimed at helping the e-POLE build an industrial cluster. The study will be used as a starting point for a strategic plan that seeks to bolster the e-POLE's growth.



AGROPOLE

Under new management, LAVAL TECHNOPOLE's AGROPOLE division launched a recruitment campaign in October 2006 for the project called "Innovation: a winning recipe", intended to help ten local enterprises enhance the profitability of their new product development or processes.

Together with the LAVAL AGRI-FOOD ROUND TABLE, TRANSAQ, the Regional Conference of Elected Officials, the Quebec Department of Agriculture, Fisheries and Food (MAPAQ), the Quebec Department of Economic Development, Innovation and Exports (MDEIE), Emploi Québec and Canada Economic

Development, the AGROPOLE launched this important pilot project to help businesses better structure their processes with a view to ensuring the success of their innovation projects.

Innovation poses a formidable challenge to agri-food industry. Participating in the project will allow businesses to draw on the experience of management consultancy Angers, De Gagné & Associates to help them with their innovation projects, as well as benefit from a large network of technology and scientific resources.

Marketing and communications

In 2006, the Marketing and Communications division launched a major campaign to promote Laval as the economic location of choice. In keeping with the agency's ongoing initiatives to showcase the City's potential, this campaign was part of a broader effort that included a residential market campaign aimed at countering the effects of the anticipated slowdown in housing starts.

On the communications side, the division published the annual report and four economic newsletters, and released some 50 press releases.



Executive Committee and Board of Directors

EXECUTIVE COMMITTEE



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LAVAL TECHNOPOLE

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Claire Douville
Administrative Assistant

Louise Perreault
Administrative Assistant

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Assistant

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Receptionist

Sector of Excellence

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AGROPOLE Director

Gilbert LeBlanc
INDUSTRIAL POLE Director

Benoit Picard
BIOPOLE Director

Advisory Services

Maude Martin
Director

Véronique Proulx
Interim Director

Gilbert LeBlanc
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