

December
31st, 2016

INVESTORS REPORT 2016 : OVERVIEW

TOGETHER WE INVEST IN HUMAN POTENTIAL TO CHANGE LIVES AND CREATE MEANINGFUL JOBS!

As 2016 draws to its end we would like, once again, to thank you for your support for those persons who have the potential to improve their lives by starting up their business or by undertaking the process of their foreign credential recognition, but who do not have access to the traditional credit. Your investments have allowed our Objective Entrepreneurship and Objective Recognition Funds to grant twenty-seven and sixty-seven loans respectively since the beginning of the year.

The last twelve months have been very productive despite the budgetary constraints to the core funding provided by the provincial government to the community credit sector. The number of loans granted reflects well the quantitative results of our work but does not capture all of the qualitative impacts. For us this year, the greatest challenges have been to maintain our personalized accompaniment services and to continue to adapt these to the needs of persons coming from the very diverse communities and cultures we work with. Our team of councillors and trainers took on this challenge and have invested more than 5000 hours of customized support to these individuals. We believe, this fact better captures the essence of our work; to recognize and encourage the full potential of those who desire to improve the quality of their lives.

This last year has also been about the sharing of our "knowledge" and the recognition of our professionalism. Among other things, ACEM was recognized for its expertise in the reduction of poverty through business creation and was invited to present a workshop at the Oxford Business Poverty Conference 2016. Itifo Engulu, President of ACEM's Board of Directors and Indu Krishnamurthy, Assistant Executive Director animated the workshop entitled "Addressing Poverty Through Community Credit in Quebec". As well, last November, Concertation Montreal and Leadership Montreal awarded ACEM with the Diversity in Governance prize for a Governance in the Image of Montreal in the category ethno-cultural diversity.

We believe that as an investor, you are an integral contributor in this recognition. You can be proud of having participated in the creation of a more inclusive and prosperous society!

ACEM'S PORTFOLIO TO DECEMBER 31, 2016

2016	Number of loans granted since 1990	386
	Total amount in loans made since 1990	3 704 511\$
	Number of loans granted from January 1st, 2016 to December 31st, 2016	27
	Total amount in loans granted to December 31, 2016	152 511\$
	Direct loans	95 511\$
	Bridge loans	57 000\$
	Capital disbursed	152 511\$
	Capital disbursed to December 2016	86 550\$
	Number of active projects on December 31, 2016	55
	Balance due on loans to active projects on December 31st, 2016	258 672\$

PROJECT DESCRIPTIONS

DIRECT LOANS FOR START-UPS OR CONSOLIDATION

Garderie aux Angés

(Direct loan of \$3 000)

Garderie aux Angés is a home based daycare offering a new option for employees of the St-Mary's and Jewish General hospitals who are looking for a daycare close to their work. Lorvana Saintvil received a loan to purchase equipment to start her business.



Comptoir Urbain & Espace Végane

(Two direct loans of \$5 000)

These two businesses share a same venue to offer organic and vegan cosmetics, workshops, and a vegan menu for consumers who are conscious of their health and that of the environment. Loren Dafniotis received two loans to purchase equipment, cover operations and marketing.

Les Délices Sirar

(Direct loan of \$15 500)

Les Délices Sirar produces a wide array of homemade cookies, jams, and sweets and homecook delicacies that owner Sirar Charba sells in her store. She received a loan for equipment for her brand new store.

Lunetterie Express Inc.

(Two direct loans : \$500\$ & \$735)

Lunetterie Express offers on site optometry services for workers in need of security glasses. Founder, Huguette Aram has received two loans to help with her pre-start up needs to repair equipment and purchase samples.

Cyclorama 360°

(Direct loan of \$2 500)

Cyclorama 360° offers a high resolution, three dimensional photography service specializing in virtual tours. Mariannick Vendette received a loan for equipment and to meet her cash flow needs



COCOTTeMÉDIA

(Direct loan \$3 500)

COCOTTeMÉDIA is a creative design studio specializing in web, graphic design and cinematography. Sarah Bonafos, founder and designer, received a loan to purchase equipment to stay on top of the field.



Gestion Pro Cam

(Direct loan of \$5 000)

Gestion Pro Cam is a company specialising in commercial and institutional cleaning services. Founder, Mikailov Camille received a loan to meet his company's cash flow needs.

Ask PAM

(Direct loan of \$2 000)

Ask Pam is an innovative Customer Relationship Management platform that offers hotel staff a powerful tool to manage the requests they receive from guests regarding their entertainment needs. Co-founders Pamela Alfred and Patrick Finken received a loan in preparation for an industry tradeshow as part of their product launch strategy.



ÉcoTechnique Désinfection

(Loan of \$10 000 as a loan warranty for a line of credit)

Founded by Justiniano Vasquez, Écotechnique Désinfection is a cleaning company that specializes in disinfection, hygiene and salubrity using biodegradable products as well as general maintenance work.



PopupCamp

(Direct loan of \$5 000)

PopupCamp is mobile childcare service specializing in events that take care of everything from registration, to insurance. An innovative approach to balancing work and home life demands: no need to leave the kids at home, take them with you! The loan contributed to the company's cash flow and operations.



Mural PHI

(Direct loan of \$800)

Mural PHI specialized in the installation of murals of all types and the creation of murals for children. Andrea Pelizza received a loan for her RBQ permit and marketing tools.

Boutique Red Factory

(Direct loan of \$7 000)

Red Factory Boutique is a women's clothing retail company that offers a high end, personalized experience to its customers in its glamorous space in the heart of Montreal. With a strong web presence, Red Factory targets primarily young women between the ages of 16 and 25 who are looking for originality and exclusivity in their wardrobe. The loan served to diversify the boutique's

Imprimerie AJM

(Direct loan of \$3 000)

Established by Ilian Esponda and Rosalba Rincon, Imprimerie AJM offers printing services for all personal and commercial needs. They received a loan for the working capital.

Amaranthe Jardins

(Direct loan of \$5 200)

Amaranthe Jardin is a landscaping company that specializes in sustainable and edible landscapes. Founder Jean-Michel Hallet received a loan to purchase a vehicle for his company.



Buanderie NARA

(Direct loan of \$1 000)

Nara Laundry services offers laundry and labelling services seniors living in residences and long-term care facilities, as well as commercial services to clinics and gyms. Jacques Guilbeault received loan for his marketing strategy.

SOS Toilettage Free-Mousse

(Direct loan \$5 000\$)

SOS Toilettage Free-Mousse is a mobile grooming service for your pets. You would be sure to notice the company's stunning refurbished ambulance if it were to pass you by. Véronique Poitevin received a loan to renovate the interior of her vehicle to assure all of her "clients" have a comfortable visit.





Le Palais du beurre de karité

(Direct loan of \$575)

Le Palais du Beurre de Karité specializes in the manufacturing and sale of products made from raw shea butter. Founder, Mariam Simbré received a loan to launch a line of hand cream.



Productions Rêves Intentionnels

(Direct loan of \$15 000)

The Intentional Dreams Productions Company (Productions Rêves Intentionnels) is a not-for-profit bilingual independent production company with its own intimate theatre called Plateau Theatre, and a Training Center for Actors. The organisation received a loan to help renovate their theatre and training centre.

Traduction et Interprétation Célis

(Direct loan of \$1 700\$)

Traduction et Interprétation Célis is a tri-lingual (Spanish-French-English) translation and interpreter service, whose founder Barbara Célis received a loan to upgrade her companies software.

Hélène Houle – Self-employed

(Direct loan of \$1 000\$)

Hélène Houle is a jewellery maker specializing in silver and precious metals. Her unique pendants, rings and bracelets can be found as she tours tradeshows across Québec. The loan she received was used for registrations to kick off her 2017 season.



Nicholas Hart – Self-employed

(Direct loan of \$1 000\$)

Nicholas Hart has a budding business selling natural incense, particularly 100% organic wild Canadian Sage, to wellness centres and spas. His loan was received to purchase inventory.



Linda Gohier - Self-employed

(Direct loan of \$500)

Linda Gohier offers a mobile, high-end manicure service. She received a loan for equipment and marketing material.

Patte, Poils, Moustache

(Direct loan of \$5 000)

Patte, Poils, Moustache specialized in services for your pets (dog walking, grooming, etc.) Krassimira Borissova received a loan to by a vehicle.

BRIDGE LOANS

Main Film

(Bridge loan of \$20 000)

Main Film is a non-profit organisation with a mandate to facilitate, stimulate and promote independent filmmaking through training workshops, networking opportunities and access to affordable equipment rentals. Main Film received a loan to cover its operations.

Association Récréative Milton-Parc (ARMP)

(Direct loan of \$37 000)

L'Association Récréative Milton-Parc is a not-for-profit community organization that offers a wide range sports, educational, and recreational programs and activities to individuals and families in Montreal's Plateau neighborhood. The organization received a bridge loan to cover its cash flow needs.

