

Vaudreuil-Soulanges,

An ideal environment for business development





A strategic location

The **Vaudreuil-Soulanges** region comprises **23 municipalities** spread over 855 km² located within the Montréal Metropolitan Community, just minutes from Montréal's West Island and less than 30 minutes from the downtown core. An estimated **600,000 residents** live within a 20 km radius, which represents a significant population pool.

Vaudreuil-Soulanges boasts a number of undeniable assets that attest to its strategic location. Situated between **two major national transportation routes**, namely Highway **20** and Highway **40**, the Vaudreuil-Soulanges region is a mandatory thoroughfare linking Eastern Canada to Western Canada. The completion of Highway 30 will reinforce the advantages of this location by linking the region with the southward access to the United States.

Existing transportation infrastructures include the following:

- The Montréal-Pierre-Elliott-Trudeau International Airport (20 minutes)
- Two regional airports for light aircraft
- A helicopter base
- A commuter train to Montréal
- Intermodal aspect: railways, seaway, and close to 100 transport companies
- Close to the Port of Montréal and the Port of Valleyfield.

Easy access to North-American markets

Situated at the heart of a triangle formed by **Toronto**, **Montréal**, and **New York** the Vaudreuil-Soulanges region stands out for its easy access to the Canadian and U.S. markets: located less than one hour from the major American highway system and sharing its western border with Ontario.



TORONTO

"The Vaudreuil-Soulanges region is at the heart of a natural hub that enables easy access to key business partners in Ontario and the United States. The advent of autoroute 30, which will be a major detour route, also represents a significant asset."

BERNARD YERGEAU, PIVAL INTERNATIONAL, COMPANY SPECIALIZING IN TRANSPORTATION AND LOGISTICS

Exceptional growth

Vaudreuil-Soulanges has experienced a spectacular demographic and economic explosion in recent years. The population of the Vaudreuil-Soulanges Regional County Municipality increased by **13%** from 2001 to 2005, which **ranks 2nd among all territories of its size**.

The region also stands out for the significant presence of young families within its territory. In general, the regions of Québec have been experiencing a drop in the number of young children, but Vaudreuil-Soulanges is in the midst of a remarkable increase. This translates into **major economic development** in order to respond to the needs of couples and families within its territory.

Overview:

- Vaudreuil-Soulanges population
2004: 114,050 2005: 117,709
- Level of schooling:
High school: 73% Post-secondary: 45%
- Annual average household income: \$63,045 (compared to \$49,998 for Québec as a whole)
- 6,800 businesses located within the territory, representing 3,345 self-employed workers
- Nearly 7% increase in regional property values, from \$7.5 billion in 2004 to \$8 billion in 2005

An enviable quality of life

The region represents an informed and affordable choice for families who choose to settle here. Property tax rates are lower than in Montréal, house prices are lower, and properties are larger and more accessible. The regional blend (urban and rural zones) effectively responds to the varied needs of the population. With a very low crime rate, the region also offers a very safe environment.

- Tax rate: Residential: from \$0.53 to \$1.36/\$100 evaluation
- Average price for a single family home: \$175,864
- Access to quality educational services:
 - Montréal universities located less than 30 minutes from Vaudreuil-Soulanges (6)
 - Colleges located less than 15 minutes away, including one Anglophone facility (3)
 - Public Francophone and Anglophone elementary and high schools (52)
 - Professional training centres (2), adult education centre (1), and workplace training centre (1)
- Access to health services:
 - Two hospitals less than 20 minutes away, and rapid access to specialized centres in Montréal
 - Twelve medical clinics
 - Public and private housing for seniors
 - Three Centre de santé et des services sociaux points of service
- Business diversity and a rapid increase in the retail offer: food, restaurants, furniture, etc.



"In addition to its superior accessibility, the Vaudreuil-Soulanges region offers a wonderful quality of life for the families, workers, and entrepreneurs who live there. It is a beautiful and prosperous region where life is wonderful."

SERGE DUBÉ, PRESIDENT RÉFRIGÉRATION S DUBÉ ENERGY RECOVERY SYSTEM DESIGN



POINTE-DU-MOULIN

Enjoying the charm of Vaudreuil-Soulanges

The Vaudreuil-Soulanges region is a peninsula that is bordered by water to the west, north, and south. Its charm and attractions are multiplied by the myriad waterways that surround it.

Vaudreuil-Soulanges also stands out for the richness of its heritage and historical attractions. Boasting a number of historical sites and monuments, the territory tells a tale of the history of Québec and Canada, and is home to many artists who contribute to the cultural vitality of the territory.

Travelling throughout the territory, one is treated to many warm and colourful landscapes. Some farmers even open their doors to the public, offering their fine homegrown produce. Gourmet discoveries are guaranteed!

Attractions and activities to suit every taste

- Historical monuments and locations
- Art galleries and exhibitions
- Regional museum
- Summer theatre
- Bicycle tours: 8 routes, including one designed specifically for bicycles
- Golf: 9 public courses and 4 private courses
- Mont Rigaud hiking trails; cross-country and downhill skiing
- Equestrian trails, show jumping, and polo
- Outdoor skating rinks
- Swimming: public beaches
- Freshwater fishing, ice fishing
- Bird sanctuaries
- Farm tourism
- Pilgrimage site
- Accommodation: inns, hotels, “bed & breakfast” facilities, camping, etc.
- Major recreotourism initiative: Canal de Soulanges re-opened to boats

“Backed by a rich history and stimulating cultural and artistic dynamic, the geographic characteristics and varied recreational facilities of our region contribute to a very pleasant living environment.”

DANIEL BISSONNETTE, DIRECTOR OF THE MUSÉE RÉGIONAL DE VAUDREUIL-SOULANGES



Vaudreuil-Soulanges as a business venue

Vaudreuil-Soulanges boasts a powerful entrepreneurial dynamism. The number of businesses and self-employed workers within the territory has been increasing steadily in recent years. This commercial and industrial vitality is largely attributable to the **outstanding geographic positioning** of the territory, and to its astounding demographic exhibition.

- 24% increase in the number of self-employed workers between 2001 and 2004, compared to 11% across Québec
- 325% increase in the value of commercial and industrial investments from 2004 to 2005

The region is equipped with infrastructures that promote development, encourage the establishment of new businesses, and improve productivity. Existing support services for regional or international businesses include:

- **CLD VAUDREUIL-SOULANGES**
www.cldvs.com
The Local Development Centre (Centre local de développement - CLD) provides personalized assistance for entrepreneurs who would like to establish or develop businesses within the territory.
- **BUSINESS INCUBATOR**
www.cldvs.com
Office and/or storage space for entrepreneurs. Access to office equipment, organizational support, individualized coaching, etc.
- **MONTRÉAL INTERNATIONAL**
www.montrealinternational.com
Montréal International represents Metropolitan Montréal among foreign companies and international organizations that are interested in investing or becoming established there. The agency plays a major role in attracting corporations to our territory, particularly in leading industries.
- **MONTÉRÉGIE-WEST EXPORTING SERVICE**
www.semo-intl.ca
Serving new and up-and-coming exporters, SEMO has embraced a clearly defined mission: that of encouraging, fostering, and promoting international trade through targeted activities, and of supporting, training, and advising companies in their exporting initiatives.
- **EUROPEAN BUSINESS CENTRE**
www.re-flex-gci.com
A North American contact point for European companies. Business management services, marketing support, and secure storage.
- **GROUPS AND ASSOCIATIONS OF BUSINESS PEOPLE**
- **VENTURE CAPITAL FUNDS AVAILABLE**

“Vaudreuil-Soulanges is knowing an important demographic explosion. This rapid growth give good business and market opportunities. Workforce, jobs and self-employment, they all will certainly increase in the years to come.”

LYNE PELCHAT, REGIONAL PRESIDENT BUSINESS WOMEN'S NETWORK ENCOURAGE INC.



Development niches in Vaudreuil-Soulanges

- VALUE-ADDED INTERMODAL TRANSPORT**
A true zone of excellence in the realm of intermodal transportation, Vaudreuil-Soulanges is a mandatory thoroughfare for the transportation industry, thanks in large part to the critical mass of companies that are already established within the territory and the easy or direct access to transcontinental highways, railways, and maritime systems.
- ENVIRONMENT**
Vaudreuil-Soulanges features significant regional resources that support this niche: specialized professional training provided by the local school board; a wastewater treatment teaching plant that is unique in Québec; the presence of the McGill University farming research centre; the close proximity of assistance agencies in the environmental sector; the involvement of the rural and farming milieu; etc.
- LIFE SCIENCES**
The main activities in the life sciences sector are concentrated primarily in the west end of Montréal, along Highway 40, in the extension where the major industrial hub of Vaudreuil-Dorion is located. Areas of interest for Vaudreuil-Soulanges include pharmacology, medical instruments, and clinical testing and diagnostic centres.
- AEROSPACE AND AERONAUTICS**
The Vaudreuil-Soulanges region offers interesting installation potential, largely due to the industrial hub of Vaudreuil-Dorion, which is developing into an extension of Montréal's West Island, where aerospace industry activities are concentrated.
- COMPUTERS, SOFTWARE, AND INFORMATION TECHNOLOGIES**
This industry represents one of the priorities recognized by the MMC (Montréal Metropolitan Community) and by Montréal international. This industry has an established presence in Vaudreuil-Soulanges, representing 11% of regional manufacturing jobs.

Industrial zones

The Vaudreuil-Soulanges territory includes 26 industrial zones with a total available surface area of approximately 100 million square feet (980 ha). These 26 zones with a variety of vocations have been characterized according to their development status:

- 9 start-up zones
- 11 zones in growth phase
- 6 zones that have reached maturity

Currently served by Highways **20, 40, and 540**, all of these zones are located near the Montréal industrial and demographic pool, and access to the industrial markets of Ontario and North America is less than 1 hour away by road. Most of these zones are crossed by the main railway lines, which allows for easy access.

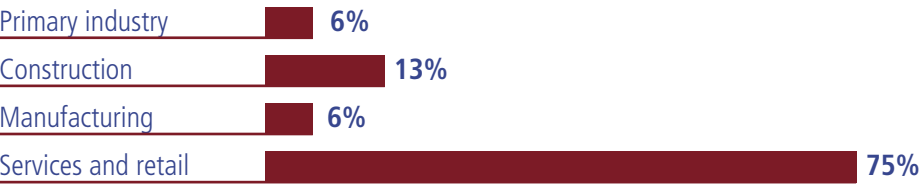
"Norampac Inc, Division Vaudreuil is proud to have been established in the region since 1976. One of the first manufacturers in the town of Vaudreuil, we believe in the economic development of this prosperous region and we are thrilled to be an active part of it. The 175 employees in the Division, most of whom originate from the region, work in a motivating environment where respect and pride are front and centre."

NORAMPAC INC, DIVISION VAUDREUIL



Profile of regional businesses

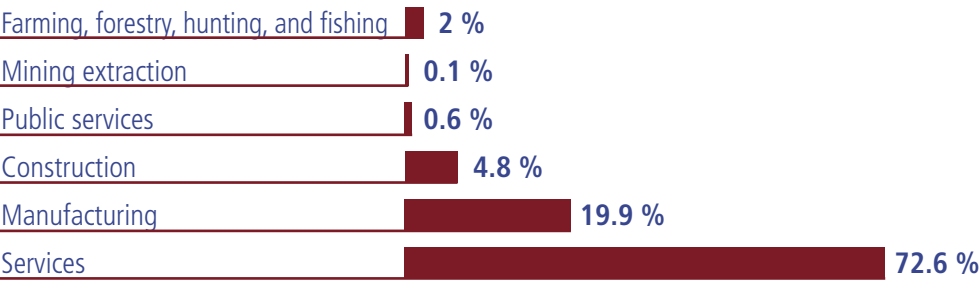
DISTRIBUTION OF BUSINESSES IN VAUDREUIL-SOULANGES



Source: Statistics Canada

- 6,807 businesses
 - 5,129 in the service and retail sector,
 - 915 in the construction industry,
 - 384 in primary industry,
 - 379 in manufacturing.

DISTRIBUTION OF WORKFORCE BY INDUSTRY



TOTAL WORKFORCE: 53,200

Source: Statistics Canada

DISTRIBUTION OF THE POPULATION BY NUMBER OF JOBS IN THE LEADING MANUFACTURING SECTORS

Manufacturing sectors	Number of jobs	Total jobs	Manufacturing jobs
Chemical products	1,590	3.0 %	15 %
Computers and electronic products	1,210	2.3 %	11 %
Manufacture of transportation equipment	1,120	2.1 %	10 %
Rubber and plastic	1,050	2.0 %	10 %
Metal products	820	1.35 %	8 %
Food manufacturing	750	1.4 %	7%
Machinery manufacturing	740	1.4 %	7 %
Paper production	680	1.3 %	6 %
Total	7,960	15 %	75 %

Source: Statistics Canada

"Among the regions neighbouring Montréal, Vaudreuil-Soulanges is the one that most easily links up with the Ontario and cross-Canada highways. Furthermore, the cost of land is lower and the development potential is higher."

ROULA ABI-GHANEM, URBACON
COMPANY SPECIALIZING IN CONSTRUCTION AND DEVELOPMENT – COMMERCIAL AND INDUSTRIAL SECTORS



Québec:

Population	7,500,000
Surface area	1,667,926 km2
Country	Canada
Currency	Canadian dollar (\$CA)
Metropolis	Montréal (population: 1,871,774)
Official language	French
Second language	English

A strategic location

- Located between Europe and the Americas
- Part of NAFTA (North American Free Trade Agreement), which provides access to 400 million consumers
- Easy access to major North American cities (Boston, New York, Washington, Detroit) within 1,000 kilometres
- Located at the border of the Ontario market, and near the Toronto industrial hub
- A market of 110 million consumers within a radius of 1,000 km

Low installation and operation costs

- Less expensive electricity compared to the rest of the industrialized world
- Transportation costs lower than in the United States
- Industrial construction costs among the most reasonable in North America, Europe, and Asia
- Unit costs of labour 22% lower than in the United States

Attractive economic vitality

- Gross domestic product (GDP): \$246 billion CA in 2004
- Goods and services exports in 2004: \$140.6 billion CA
- Sectors of excellence in the Québec economy:
 - Aerospace
 - Biotechnologies
 - Life sciences
 - Information technologies
- Operating costs among the lowest in North America; averaging 11% lower than in the United States and 4% lower than in Ontario (Source : KPMG)

.....
"We will be servicing customer from across Canada and will be using this location as a strategic distribution point to key markets in Montreal, Eastern Canada and United States."

GREG LAURIN, VICE-PRESIDENT OPERATIONS
CONESTOGA COLD STORAGE



An exceptional workforce

- A major pool of 340,000 qualified workers; 38% with a post-secondary diploma
- Language competencies unique in North America: 40% of the population can communicate in French and in English
- Comparatively low labour costs

Tax and business assistance advantages

- Assistance for scientific research and development (R&D) — tax credits ranging from 20% to 40%
- Québec is the biggest venture capital manager in Canada
- Lowest corporate tax rate in North America
- Competitive taxation in terms of job creation and capital investments

For more information concerning Québec and its benefits,
visit the following Web sites:

www.investquebec.com
www.gouv.qc.ca

.....
"I have loved Québec from my very first visit, and I quickly realized the enormous potential of the market. My family and I now live in Québec, and we have been very warmly received."

PHILIPPE LANGLASSÉ, QCL DISTRIBUTION CANADA
FRENCH COMPANY THAT SETTLED IN
VAUDREUIL-DORION IN 1997



The Vaudreuil-Soulanges Local Development Centre (Centre local de développement - CLD) is a non-profit organization whose mandate is to promote the economic development of the Regional County Municipality and its 23 constituent municipalities.

The CLD offers assistance and personalized coaching services to entrepreneurs in the execution of their business projects in the context of start-up, establishment, or expansion.

Contact us!