

be prepared to lock in that commitment for at least five years. One can also choose to invest \$500,000 for a five-year period providing the investment is fully guaranteed by a financial institution.

An entrepreneur is required to invest in an existing business and assume an active managerial role and there is no set amount of investment required.

### INCENTIVE PROGRAMS

Firms located in the Montréal area have access to assistance programs from all levels of Governments. Municipal, provincial and federal.

The Federal Government, through the **Federal Office of Regional Development (Québec)** offers special grants for the acquisition or expansion of manufacturing and recycling facilities, as well as for research and development in two distinct regions on the Island of Montréal.

The Government of Québec, through its many agencies, promotes job creation and employee training and will share the cost of development of export markets. Moreover, flexible financing is available from its financing arm, **Société de développement industriel du Québec**, for innovation, productivity, improvement, exportation and tourist centres.

As for the City of Montréal, it encourages the redevelopment of industrial buildings with its real estate tax rebates.

### OTHER ADVANTAGES

There is also a pot-pourri of other advantages. For example:

- Montréal has an excellent base of professional, technical, skilled and semi-skilled workers, half of whom have taken courses at the

post secondary level. The workforce is also bilingual and multi-cultural, an important advantage for businesses seeking export opportunities.

- Montréal has among the lowest electricity costs of all major world centres.
- Space at reasonable rentals can be found in 40 industrial parks and several major industrial zones in the region.
- The North American Free Trade Agreement further consolidates Montréal's enviable position within the rich North American market.
- The city is home to four internationally-renowned universities, two anglophone and two francophone.
- It is also a major financial centre and home to several of Canada's largest banks and trust companies, and its stock exchange is one of the most prominent in the world.
- In terms of cost of living, Montréal has one of the lowest in the industrial world with food, lodging, clothing and education all being more affordable than in most industrialized cities.

These are but a few factors that make Montréal and surrounding industrial parks an exceptional location for many different businesses seeking the ideal location in Canada with an immediate gateway to the United States.

These industrial parks include **Saint-Bruno-de-Montarville**, only 20 minutes from downtown Montréal and served by major highways and CN's main line. Here land prices are extremely competitive, taxes are low, and the quality

of life unbeatable, with miles of wooded trails and a natural lake in the town centre.

According to Amy C. Friend, Vice-president of **ATS Aerospace Inc.**, her company's decision to locate in Saint-Bruno-de-Montarville was based on cost, location, and employees' needs, plus the fact that land prices are more than competitive and taxes are low.

States Friend: "Our decision was dictated by our hearts and minds. ATS' principal shareholders have lived here for more than 30 years and the quality of life which first attracted us remains today. In addition, most of our suppliers are within minutes of the plant and we are also adjacent to the new Canadian Space Agency site which will attract a cluster of support industries."

She adds: "Finally, Saint-Bruno offers attractive, affordable housing, as well as a broad range of leisure facilities and year-round activities for all ages. In short, if one has to work for a living, it doesn't get better than this!"

Also on the South Shore of the Island of Montréal is **Boucherville**, another thriving industrial centre located a 15-minute drive from Montréal and a 35-minute drive from the United States border.

While the area has experienced an astronomical rate of growth in the past 10 years, there are still plenty of well-located and well-served sites available at competitive costs. Moreover taxes are reasonable and there are numerous business incentives.

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