

OVERVIEW OF THE SITUATION

2010 was a year to remember for ACEM! We celebrated our 20th anniversary and broke all our previous records, not only for the number of loans given out, 26 for the year, but also for the total amount of capital allotted, 306 725\$! Indeed, we all can be proud of the ACEM's accomplishments over the last 20 years, with a total of 253 loans having been made and 2.7 million of dollars invested. As year-end approaches, we have 3 more projects that may still be funded.

During the year, we maintained our efforts to reach persons who had a great business idea, but who could not, for a number of reasons, write a business plan. A total of five persons were able to access a small loan of under 3 000\$ through the use of our "business development formula". With the help of our business councillors, they were able to document all the essential aspects of their project, including their marketing plan and the financial structure of their business.

2010 was also an important year for Bridge-Loan financing, with a total of twelve loans made to social economy and not-for-profit initiatives. Among these, 86% were made to projects from the Cultural sector. ACEM has continued to work in partnerships to create solutions to the funding gaps that exist in the sector. Among others, ACEM has been working creatively with the Coop St Phonic. ACEM's Board has approved a pilot project for this initiative and has dedicated a 30 000\$ budget for loans to low-income members to cover the costs of their coop membership shares.

ACEM remained active and involved throughout the years around issues related to community economic development and solidarity finance. ACEM's Executive Director, Anne Kettenbeil accepted an invitation from the Montréal Micro-finance Club to speak about micro-credit, participated in the launch of the CAP Finance initiative as the representative for the Réseau Québécois du Crédit Communautaire (RQCC), and participated in the creation of the Sustainable Finance Initiative-Montreal as Treasurer of their Board. ACEM has also maintained its commitment to work more closely within devitalized neighbourhoods. For example, ACEM is an active member of the "Réseau d'Aménagement de Parc Extension.

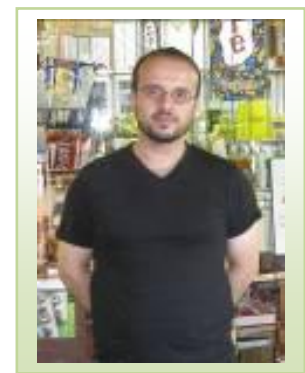
We also worked with Concordia University's John Molson School of Business (JMSB), le MBA-Community Service Initiative (CSI). ACEM was invited to be a community partner for their new business plan development program, designed specifically for low-income communities. One of ACEM's loan recipients was enrolled in the first session.

ACEM has also worked in partnership around other initiatives, one being the "Projet CEP" (Shared Service Coop). The pilot project will allow self-employed immigrant women to try out their business idea while collecting a salary from the Coop. The Coop will also provide administrative services. The project is being coordinated by the CDR Montréal-Laval, Companie-F, with ACEM and Femmessor-Montreal.

The core funding for our operations provided by the provincial government (Ministre du Développement Économique de l'Innovation et de l'Exportation) was renewed for the next two years. This funding allows us to maintain the stability of ACEM, as it assured that administrative costs and two salaries. Bravo to our Community Credit Network, the RQCC for a negotiating job well done! Congratulations are due as well for the RQCC's 10th Anniversary!!!

SOCIAL PROFIL OF THOSE WE MET IN 2010

Profile		Gender		Age	
Immigrants/refugees	60 %	Women	46 %	18/35	38 %
Visible minorities	67 %	Men	44 %	36/49	38 %
General population	29 %	NPO	10 %	50+	14 %
Living with a handicap	01 %			NPO	10 %
NPO	10 %				



Arben Dushica-
Café Mosaik

99% of those served by ACEM have a family income under the poverty line.

L'ACEM 1990-2010 : 20 years of solidarity

253 Loans

- For a total of \$ 2 701 588
- 1 123 jobs created or maintained
- 14.3 M \$ of investments generated
- 94% repayment rate

PERSPECTIVES FOR 2011

The success of the New Horizons program that allowed us to develop an intergenerational and intercultural network of volunteers has motivated us to expand on the experience in 2011. Thanks to a partnership with Bénévoles d'affaire and Bénévoles de l'est de Montréal, there are many volunteers working one-on-one with the businesses funded by ACEM.

ACEM will continue to work to refine and adapt our practices in response to the evolving needs of recent immigrants. We will continue to offer thematic workshops and we foresee using new collective and one-on-one training methods.

ACEM will continue of course, our involvement and collaboration with our community partners. We will remain active within our existing collaborative projects, as well as expanding our outreach efforts into devitalized and immigrant neighbourhoods of Montreal Island. ACEM will also continue to share its expertise by its participation as a resource at conferences and as a member of work committees, such as those attached an entrepreneurship contest or a loan committee.

ACEM will be welcoming an intern through a program funded by the Federal Government and managed by CEDNET called CréAction. The program funds an internship for young persons who wish to develop a career within the Community Economic Development sector (CED) and the Social Economy. Magaye Diop, a recent Canadian born in Senegal, will be with ACEM until the end of March. He will be helping us revamp our « Sustainable Development For Entrepreneurs » workshop.

During 2010 ACEM broke all of its previous lending records. As a result, we will be launching a Fundraising Campaign in early 2011. We need to raise new capital for our loan capital fund as well as for our operations and so will be soliciting both donations and investments! We need these funds in order to continue to respond to loan requests and to assure that those we invest in receive the personalised accompaniment that assures their success.

Number of loans granted since 1990	253
Total amount in loan made since 1990	2 701 588 \$
Number of loans granted from January 1 to December 31, 2010	26
Total amount in loans granted to December 31, 2010	306 725 \$
Direct loans	104 825\$
Bridge Loans	201 900 \$
Loans disbursed	279 725 \$
Capital reimbursed to November 30, 2010	265 334 \$
Number of active projects on November 30, 2010	36
Balance due on loans made to active projects on December 31 2010 (un-Audited)	211 919 \$
<i>Number of loans granted from January 1 to December 31 2009</i>	22
Total amount in loans granted in 2009	197 361 \$
Direct loans	108 246 \$
Bridge loans	89 115 \$
Number of active projects on December 3, 2009	33
Loan losses 2009	9 883 \$
Balance due on loans made to active projects on December 31 2009 (Audited)	162 743 \$



Réouverture du **Bistro In Vivo**

DESCRIPTION OF PROJECTS:



Douzinet (Direct-Loan of 3 000\$): Douzinet, a cleaning service provider, is a family business; it provides cleaning service for residential and commercial buildings and is located in the Rivières-des-prairies neighbourhood. The promoters use non-toxic and eco-friendly products as well as high quality disinfectants and micro-fibre dusting cloths.

MemoArt (Bridge-Loan of 1 250\$) : The worker's Cooperative MemoArt, produces commemorative videos with a creative and artistic touch. Their promise to their clients is to capture all the memories, emotions and details of an event, while respecting the intimacy of each individual. The cooperative was created in December 2009.

MEG Montréal (1 Direct-Loan of 13 300\$ et 1 prêt-pont de 40 000\$) : The mission of this non profit organisation is to promote the production of cultural events and to offer young artists a venue dedicated to electronic music and digital arts. Over the last three years MEG has been associated with the Osheaga Festival.

Boutique Nour-El-Houda (Direct-Loan of 3 000\$): The objective of the Boutique Nour-El-Houda is to respond to the needs of the women of Islamic faith by offering them a variety of veils in different qualities and sizes. Some of these products are imported from Egypt (Africa), while others are made in Québec.

Loaded Pictures (Bridge-Loan of 11 000\$): Loaded Pictures is a company that produces documentary films. It has already produced two documentaries and is in the process of developing two more films, one of which is entitled « Tirer sur le messager ». This enterprise started its activities in 2005.

Entraide Ahuntsic-Nord (Bridge-Loan of 12 000\$) : The Non-Profit organization Entraide Ahuntsic-Nord mission is to help to preserve an active lifestyle for Seniors who are losing their autonomy but wish to continue living at home, by offering them support services in their community and other activities which prevent them from becoming isolated in their homes.

Centre éducatif pour le théâtre à Montréal- CETM (Bridge-Loan of 20 000\$) : Le Centre éducatif pour le théâtre à Montréal (CETM) is an Non-Profit organisation incorporated in April 2006 that specializes in training francophone and anglophone artists in the field of musical theatre.

Distribution Rose (Direct-Loan of 15 475\$): Distribution Rose specializes in the import of non-perishable exotic food items (essentially <bouillons>) from Africa. In operation since 2004, this is its 4th loan for its operating funds and for a vehical.

Centre de ressource de la 3^{ème} avenue- CRTA (Bridge-Loan of 25 000\$) Le Centre de Ressource de la troisième avenue (CRTA) is Non-Profit organization incorporated in 1982 for individuals and organizations that share a common goal towards greater social justice in the field of education.

Écosolaire international (2 Bridge-Loans of 6 000\$ each): This company specializes in the renewable energy sector. It offers consultation, sales and installation of photovoltaic solar panels and small wind mills.



Parabola Films (Bridge-Loan of 22 500\$) : Parabola Films est une compagnie de film fondée en février 2010 par Sarah Spring, qui produit principalement des documentaires. Le prêt concerne le documentaire « Le 26 août à St Henri » qui rassemble douze des plus brillants cinéastes documentaire québécois autour de cet ancien quartier ouvrier de Montréal.

Aménagement paysager design expert (Direct-Loan of 12 500\$): offers landscaping services including irrigation, lighting, fountains as well as regular gardening. Established in 2009, this is a second loan from ACEM.

L'APLAS (Bridge-Loan of 17 900\$) : L'ASSOCIATION DES PETITS LIEUX D'ART ET DE SPECTACLES (L'A.P.L.A.S.), is a Not-For-Profit Organisation (NPO) incorporated in 2006. It offers support and representation to its membership, composed of « small venues » such as cabarets, coffee houses and regional theatres.

The Sunshine House (Direct-Loan of 5 350\$): Art et designs is an interior design company that has been in operation since Decembre 2007. Since late 2009, it has diversified its activities offering food and lodging services to foreign students at its "Sunshine House"

Cluc Couture (Bridge-Loan of 11 000\$) : CLUC Couture S.E.N.C has been in business since August 2005. It is represented by two individuals, Normand Babin and Luc Huot (CLUC). The brand CLUC was launched in 2001 and has proven its creativity, tenacity and perseverance. This enterprise needed a short term loan of \$11 000 for its operating funds.

Repercussion Theatre (Bridge-Loan of 29 250\$) This is a Non-Profit organisation whose mission is to deliver professional, classically-based, visually dynamic theatre that is accessible to all, regardless of income, culture, language, age or education. They bring the performing arts to people in their communities - reaching new audiences and inspiring in them, a lifelong love of theatre. Founded in 1989 it is known for its productions of the famous ‘Shakespeare in the Park’.

Café-dépanneur Mosaïk (Direct-Loan of 15 000\$): Dépanneur Café Mosaïk a corner convenience store where one can get groceries (70%) and find a “Cyber Café”: Internet location, muffins, biscuits, “paninis”, and other varieties of café fare. This business has been in operation since May 2007.



Garderie Précieuses Perles-SGPD (Direct-Loan of 7 000\$) : Garderie Précieuse Perle S.G.P.D (Child care service for working parents) S.E.N.C. Operates as a registered company since March 2010. Its mission is to offer Child care services encouraging child development. In addition, this child care service helps the working parents by offering flexible hours to enable them to manage their work-family balance.

Le Marchand Bourg (Direct-Loan of 5 000\$): This is an old fashion local butcher shop where a client can expect to get personalized service for high quality AAA grade meat products. The lamb and calf meat products are sold on special orders. This business has been in operation since November 2, 2010 on Avenue Beaubien East.

Gaïa Presse (Direct-Loan of 10 000\$): Gaïa Presse is a Non-Profit Organization that is in operation since 2007. It provides web-based information on the environment policies of Québec, Canada and International agencies. As an information gateway, Gaïa Presse produces, collects and diffuses papers on 14 different themes, the analysis of dossiers issuing from Québec and Canada with a view to providing diverse opinions, scientific approaches and political views etc., on this subject of environment.

Cooperative Bistro In Vivo (Direct-Loan of 10 000\$): Le Bistro In Vivo is a restaurant-bar and a meeting place in the Hochelaga-Maisonneuve neighbourhood. It promotes local “products” whether they be cultural or food items and this because of its concern for socially responsible business practices.

Pinkpam.com (Direct-Loan of 3 000\$): In operation since January 2008, Pinkpam.com is an artistic business owned by Paméla Desrosiers. She produces and distributes her drawings through 30 different collections which include virtual or printed Christmas Cards. In addition she offers services such as made-to-order computer graphics, promotional boxes, business cards, promotional postal cards, promotional newspapers, promotional postings, visual event displays, and signature items and Logo.

Production Fracas (Direct-Loan of 2 000\$): Productions Fracas is registered company founded by M. François Carrier, saxophonist, composer and Improviser. He obtained a prestigious Juno award for the category “Meilleur Album Jazz contemporain” in March 2001 for his album entitled ‘Compassion’. This loan will be used to buy a microphone which will be used to record concerts and music improvisation workshops.

Om Sakthi Import (Direct-Loan of 200\$): Om Sakthi imports accessories and clothing from India for young adults and women. This company opened a store in November 2010 in the commercial area on Côte des Neiges Avenue.



Members of ACEM’s Board, Loan Committee and Staff

Distribution of Loan Amounts 2010

Amount of the loan	Percentage
Less or equal to 3000 \$	5 19.3 %
From 3 001 \$ à 10 000 \$	8 30.7 %
More than 10 000 \$	13 50 %