

# INVESTORS REPORT

DECEMBER 2018



Dear Investor,

Firstly, I would like to thank you for your continued trust and engagement in our work, year after year. Your investments allow us to respond to the growing needs of low-income entrepreneurs. Be assured that your investments have a remarkable impact on each person by helping them **break the cycle of isolation, to use their talents and to achieve their dreams with confidence and dignity!**

Secondly, I wish to thank all of you who responded to our first triennial fundraising campaign. Your overwhelming support is encouraging. We are confident of reaching our target of \$ 500,000 for 2018-2020!

This year, we have implemented a new evaluation tool to measure social impact with the help of an expert consultant and we have commenced our work to diversify our sources of funding. In 2019, we wish to adapt and enhance our services and to augment our technological capacity, in order to better respond to the needs of our target population.

On behalf of our team and our Board of Directors, I wish you a Joyous Holiday Season and tidings for a New Year filled with Peace and Happiness.

**Indu Krishnamurthy**  
Executive Director



Photo: Investment committee meeting with interns from Benin, some members of the committee and the team.

## TOGETHER TO BUILD A MORE INCLUSIVE AND PROSPEROUS SOCIETY!

*" At ACEM Microcrédit MTL I found a dedicated team that helped me achieve and surpass my objectives. When panic sets in, I know the team is there to help me get through! Thank you for being there for us entrepreneurs! "*

Lydie Wandan, Entrepreneur,  
Garderie Jardin d'Éden

*" Giving time to ACEM Microcrédit MTL is a gift that I give myself. Being able to meet people from around the world who have chosen Montreal as their home and a land of their dreams is a privilege. "*

Michel Filion, Volunteer,  
Board of Directors

*"As an investor, I found that my money was able to generate real impact and create jobs in my community. Also I see that my donations support entrepreneurs throughout the entire start-up journey. It is very satisfying and I recommend it to all."*

Virginia Stikeman,  
Investor

*" A big thank you to the team! Your support made a big difference in my professional integration. Your services not only support the financial aspect of newcomers, but also helps their self-esteem and their desire to succeed in their adventure that is Immigration."*

Manuel Ardila, social worker,  
City of Montréal



# ENTREPRENEURSHIP PORTFOLIO

\$992,103



in loan capitalization

\$4,142,841

capital lent from 1990 to 2018 in 455 loans

2,725

jobs created & maintained



42% men 58% women

94%

Loan reimbursement

66%

of business still in operation after 5 years

2,600

People outreached in 2018



#MICROCREDITMTL



\$255,747  
in loan authorization

By 28 business investment committees in 2018.

3,300  
hours

Coaching and support offered individually and in groups before and after loans to 247 entrepreneurs in 2018.

Leverage  
effect

For every dollar invested in a project, three (3) dollars are raised in the community.



### Portrait 2018

Number of businesses in follow up: 66  
Current active loans in loan portfolio: \$373,984





# ENTREPRENEURSHIP LOANS

APRIL TO DECEMBER 2018

## Pre-start up loans



**\$1,600: La Tablée Express** created by **Nancy Bédard**, offers high quality frozen meals delivered right to your home. The loan was used to organise a taste test to refine her menu. <https://bedardnancy.wixsite.com/latablée-express/about>



**\$450: Les jardins fabuleux** **Hervé Carillon**, the promoter participates in an insertion program called 'Part du Chef'. ACEM continues to offer personalized coaching around his business needs. The loan is to help him commercialize his fine herbs.

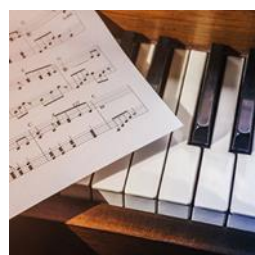
## Direct loans— equipment, inventory, working capital, purchasing personal debts etc.



**\$496:** The business **De Nolin** created by **Nolin Coderre**, is a Montreal based company that designs and produces breathable all weather gear for cyclists of all levels in all seasons [www.denolin.ca](http://www.denolin.ca)



**\$1,375: Wilsikin Medina** is a Dominican born singer songwriter know under the artist name **Rafael**. The loan was used to contribute to his tour in the Dominican Republic, as he strives to top the Latin-American music charts. [www.rafaelenergia.com](http://www.rafaelenergia.com)



**\$3,000: James Clarke**, is a talented jazz musician and graduate of McGill's Schulich School of Music. This loan will help James launch a music teaching venture for students of all ages and all levels.



**\$3,000: Michelin Youssef**, is the creator of **Shaam doll** and her story. Based on the idea that dolls can provide a safe and comforting outlet for children to explore their feelings, Shaam and her accompanying e-book delve into the story of a child escaping the grips of war and the building of a new life.



**\$3,000 & \$3,365: Les cafés 100% colombiens** **Martha Sanchez** has dedicated herself to educating Montreal's coffee drinkers about the wide variety of high quality coffees from her country of origin, Colombia. The company held its very first Colombian coffee convention last November here in Montreal!



**\$8,235: Le palais du beurre de karité**, founded by **Mariam Simbré**, is a committed fair trade cosmetics company specializing in products made from shea butter. Her products can be found in stores across the island of Montreal, and in fairs and festivals throughout the year. <http://palaisdubeurredekarite.com>



**\$4,000: Construction Novel-Tech inc** Entrepreneur **James José** approached ACEM Microcrédit MTL while in the process of launching his general contracting company. The loan was used to help acquire the professional licenses and insurance needed to operate in Quebec.



**\$6,000 & \$2,000: Garderie Jardin d'Éden** is a home based daycare situated in Côte-des-Neiges. It was opened recently by experienced educator, **Lydie Wandan**.



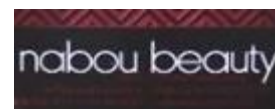
**\$5,000: Cordonnerie-nettoyeur Tania**, owned and operated by **Amel Melki** and her husband, offers a wide range of alteration and repair services to keep your furniture and garments looking like new.



**\$10,000: Pixforia** is a company owned by entrepreneurs **Ivanka Tacheva and Thierry Beauchemin** that offers cutting edge immersive experiences and a wide range of other information technology services <https://pixforia.com>.



**\$10,000: Joelle Auto Pro Inc.** is a Montreal North based dealership looking to offer safety checked vehicles with a quality guarantee to Montrealers looking for a second hand car. **Murhaf Haidar** opened his doors to customers in September 2018.



**\$4,000 & \$9,520: Nabou Beauty** created by **Dieynaba Samb** is a salon situated in Mercier-Hochelaga specializing in wavy, curly, and locked hair types.



**\$10,000: Montréal Classique Caméra** owner & professional photographer **Morteza Talakoub** is passionate about 35mm cameras. He has recently started his own business, to refurbish and sell manual cameras to other enthusiasts.

## Direct and bridge loans for social enterprises



**\$2,425: Maison Photo Montréal** is a non-profit organization dedicated to the promotion of Montreal's photographers. In November of this year, Maison Photo Montréal moved into their new home at **Le Gesù**, where you can find their gallery and boutique [www.maisonphotomtl.com](http://www.maisonphotomtl.com)



**\$5,000: La Pente à Neige** is the first ski slope in a Canadian metropolis and the biggest snow tubing slope in Montreal! Just minutes from Angrignon metro, this non-profit organization aims to increase access to Québec's winter sports for all Montrealers. [www.penteaneige.ca](http://www.penteaneige.ca)



**\$15,000: FEM International** is a non-profit organization focusing on the empowerment of women through social entrepreneurship. Their mission is to provide a brighter future to women and young girls all around the World. [www.feminternational.org](http://www.feminternational.org)



**\$20,000: ARMP** This is a non-profit organisation in the Milton Park-Plateau neighbourhood, that offers a large array of high quality, affordable sports and recreation services for all ages. The loans were used for working capital (salaries, administration costs ,etc). [www.miltonpark.org](http://www.miltonpark.org)



**\$20,000 & \$50,000: Pour 3 Points** This is a non-profit organization that assists underprivileged youth to help them gain skills to succeed in life and in school. The organization develops training for coaches who can help youth in their psychological development through sports: Competency, Confidence, Character and Connections. [www.pour3points.ca](http://www.pour3points.ca)



**\$50,000: CHAPOP** is a long standing non-profit organization anchored in Verdun with a mission to support vulnerable children and families in their learning, employment and personal development pursuits. <http://chapop.ca/fr/>



# LOANS FOR FOREIGN TRAINED PROFESSIONALS

\$942,413

in loan capital

\$1,163,221

capital lent in 395 loans from 2012 to 2018



63%  
men

37%  
women

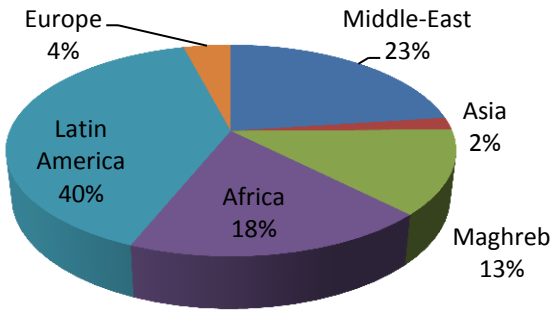
Loans by profession

Engineers & architects	46%
Health care (except nurses)	24%
Nurses	8%
Law & social service	7%
Engineering technicians	3%
Personnel technique de santé	5%
Affaires et finances	2%
Teachers	1%
Sales & administration	3%
Trade professionals	1%

> 225  
Professionals  
recognized in  
their field of  
competency

> 58%  
Professionals  
working in their  
field or a  
related field

Professional immigrants by country  
of origin



## FOREIGN-TRAINED PROFESSIONALS RECOGNIZED IN QUEBEC



During 2018, 36 new loans were authorized for an amount of \$135,301. Currently, we have 118 active loans in our portfolio that are being followed up. Nearly three-quarter of our clients (71 %) have obtained their accreditation from a professional order. Although 90% of our clients were considered of low income at loan authorization, at loan reimbursement, 77% are working in their field, a related field or other fields. This highlights that investment in the human potential bears fruit and has a social and economic impact on our society.

