

Granby

INNOVATION

DIVERSITY

KNOW-HOW



Granby
INDUSTRIAL
SINCE 1882

BUSINESS
IMPLANTATION
GUIDE



GRANBY ZOO

***This document is packed full of
information and statistics on Granby
and its surrounding areas.***

***Staff from Granby Industrial
will guide you through
all the steps in
the process of setting
up in Granby.***

***Granby Industrial is working
with the City of Granby to
streamline the process of
purchasing a lot or
industrial space.***

WELCOME TO

Granby

**A CITY THAT
RADIATES
SUCCESS!**



Granby
INDUSTRIAL SINCE 1882

www.granby-industriel.com
www.granby-enjoy.com

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Exceptional city to invest and to live in

A word from Mayor Pascal Bonin



It is with great pride and enthusiasm that we present this document to you today. The information within will show you what makes Granby a prime location for setting up your business. Granby offers financial incentives, personalized support, an industrial incubator, financial partners and much more.

The City of Granby's excellent reputation comes in part from its industrial park, diverse business segments, high-quality companies and many industry-related jobs, as well as from the ingenuity and vitality of its entrepreneurs. Our industrial park has benefited from investments of over \$1.5 billion in the past 15 years—a strong testament to our ability to adapt to the evolving world of manufacturing. What's more, we have expanded our industrial area by around 225 000 m², allowing some twenty new companies to join the industrial park. Will yours be one of them?

While the City of Granby is home to a long-standing industrial tradition, it is important to note that it also offers an unparalleled quality of life that is reflected in many areas: ours is a safe environment, with several parks, one of the most beautiful networks of bike paths in Quebec, a lively cultural scene, leisure activities inspired by the latest trends and a vibrant downtown core.

Rest assured that, in Granby, you'll be supported by an open, innovative and friendly community.

We look forward to welcoming you!

Pascal Bonin
Mayor



Discover Granby, an exceptional place to invest in and live!

Live in Granby!

Awarded four *Fleurons* by the organization *Les Fleurons du Québec*, Granby is the pride of its residents. To live in Granby is to enjoy an exceptional quality of life: proximity to all services, large green spaces, wonderful parks, countless tourist attractions, and safety and peace of mind for your family.



Invest in Granby!

Granby is also an ideal location for entrepreneurs and investors. The city is located halfway between Montreal and Sherbrooke via *Autoroute 10* (Eastern Townships), and very close to *Autoroute 20* and the U.S. border and several international airports (Montréal, Burlington, Plattsburgh, Bromont). This proximity makes running your business easier. And you'll love the commuting time in Granby: less than 15 minutes to and from work, home and play.



In Granby, you'll find a diverse and qualified pool of talent, vocational training centres, and professional services of all sorts to support your company in every area of activity

Granby is a must-see city that's full of life! Discover our vibrant city in the following pages!

Granby, a city that radiates success!



Exceptional city to invest and to live in

Granby at a glance

Granby is home to a long-standing industrial tradition that began in 1882.

- Granby has 271 manufacturing companies;
- The industrial sector is made up of a highly diversified industrial base (14 sectors);
- Two poles of excellence : aeronautics and specialty vehicles and two regional assets : food processing and hydroelectric engineering;
- There are 19 foreign subsidiaries established in Granby;
- 127 companies are exporting abroad;
- More land available due to the current expansion of the industrial park;
- Financial assistance, including a tax credit, is available to help you set up your business;
- Granby has an industrial incubator that offers spaces to innovative companies and startups at competitive prices, as well as guidance and professional and technical support;
- Because of its location—less than one hour from Montreal via *Autoroute 10* and close to the United States—Granby is the ideal place for entrepreneurs and their families!
- Granby is the main city of *La Haute-Yamaska*. *La Haute-Yamaska* is a regional municipality of county (RMC) located in the eastern extremity of the administrative region of the *Montérégie*. *Montérégie* is located in southern Quebec and to the southeast of Montreal. It stretches from the Saint Lawrence River to the U.S. border;
- The population of Granby 66 535 citizens;
- Increasingly, new immigrants are choosing Granby as their host community. In 2011, immigrants represented 7.5% of Granby's population.
- Granby has several elementary and high schools, a professional training centre, and a college (*Cégep de Granby*) that offers technical training, university courses (*Université Laval*), and adult education and business training programs. Several of the programs offered are directly related to the manufacturing sector in order to meet industrial companies' needs for qualified labour in Granby.



THE MINER RUBBER
FOUNDED IN 1909

Granby

INDUSTRIAL
CITY SINCE 1882

***"It can be said that industry
made Granby. It was the industrial
sector that spawned the growth
of the city and made it
a hub of the region.***

***Few other Quebec communities
enjoy an industrial tradition as
strong as that of Granby..."***



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Granby, an industrial city since 1882

History



Granby has had an industrial tradition that dates as far back as 1882. Diversity, originality, expertise and partnership are what best defines Granby's corporate culture. The city implements initiatives, programs and financial incentives to support industrial growth and innovation.

The nucleus of the community's business world is the industrial park, located in the southwest of the city and visible to drivers travelling along *Route 139*, the main access road that links Granby to *Autoroute 10*. An impressive number of industrial facilities of various sizes are found here, showcasing the dynamic nature of the city's industrial activity.



"Industry drove Granby's development and made it the hub of the region. And considering the absence of major religious, educational or judicial institutions and the professions that go along with them, few other cities have an entrepreneurial tradition as strong as that of Granby. This city exemplifies productive collaboration between residents and business leaders. This alliance between two groups with competing interests was made possible partly because of the City and the Mayor's Office since residents elected great men who were able to make compromises and who had long mandates. Some of the most well-known mayors include the great Canadian industrialist S.H.C. Miner, "Mister Mayor" Horace Boivin and that "enfant terrible" of the Quiet Revolution, Paul-O. Trépanier. Without a doubt, Granby owes some of its originality to the decisive actions of these leaders and many others." (*Histoire de Granby* by Mario Gendron, Johanne Rochon and Richard Racine, Société d'histoire de la Haute-Yamaska, 2001)





City that support its poles of excellence

In 2014, Granby's industrial sector was home to

- Two poles of excellence: aeronautics and specialty vehicles
- Two regional assets: food processing, and hydroelectric engineering
- 271 manufacturing companies, of which 143 are located in the industrial park
- 9 105 jobs
- 19 foreign subsidiaries
- A variety of industrial subcontractors
- 127 exporting companies
- 14 manufacturing sectors

A diversified industrial base

There are four key poles in terms of jobs, local assets, and market and investment potential: aeronautics, specialty vehicles, food processing and hydroelectric engineering. These poles are supported by a diversified industrial base, made up of companies active in the metal products, and plastics and rubber sectors.

They generate nearly 3 758 jobs, representing over 40 % of the region's jobs and 26 % of its companies.

For Granby, the identification of specific poles of excellence greatly benefits its industrial park by associating it with clearly defined poles of excellence. This can lead to strengthening the value chains of different poles with a shared industrial base (ecosystem).

The poles of excellence facilitate access to a qualified workforce, increase partnerships between different players, promote innovation and improve access to regional markets.

The main assets of Granby and *La Haute-Yamaska* region are the diversity and vitality of their industrial structure.



Poles of excellence

Aeronautics



Here are some of the high-performance companies in Granby's aeronautics hub: ATLAS Aeronautik, Avior and NSE-Automatech. They are active in the engines, parts and components subsector, and in composite materials. They specialize in aircraft structural components and are mainly components manufacturers and integrators. At the heart of these companies lies a strong drive to develop and to expand.

- Atlas Aeronautik has 130 employees in Granby and is very active in manufacturing engine components.
- Avior has 85 employees in Granby and two other branches in Montreal and Laval. The company manufactures composite materials. Its major clients are Boeing, Bombardier and Bell Helicopter.
- NSE-Automatech has 115 employees in Granby and is also a leader in the aerospace industry. The company's clients—Bombardier, GE and Bell—account for 80 % of its production.

While there are more than 760 jobs directly related to the aeronautics industry, the regional ecosystem driving this industry supports more than 2 000 jobs. Granby has an upstream industrial base, adapted to the sector to attract potential new players. In 2014, companies in this pole generated over \$16,4 million in investments.

Our vision

To become a hub for suppliers and subcontractors in Quebec's supply chain. **Granby Industrial** has established a proactive development strategy in this pole of excellence.



City that support its poles of excellence

Specialty vehicles



The ground equipment/specialty vehicles hub supports over 1 000 jobs in Granby and is composed of several segments: specialty vehicles, public transportation, LDVs, railroad equipment and RVs.

The presence of a major client (Prinoth, 333 employees), medium-sized players (such as Durabac, 100 employees) and a public transportation integrator (Spectal, 100 employees), makes Granby the ideal place to expand your business in this sector. There are also major auto parts suppliers, such as Belt-Tech Products (140 employees).

Many other manufacturers (metals, plastics) in our industrial base are also actively involved at various levels. Examples include Plastiques Nadco, Plastic and Rubber Falpaco, Polyform, Pro-Flex, Nexus and Laser AMP.

In 2014, this hub generated over \$22 million in investments.

Our vision

Granby is the ideal hub for regional supply chains. Granby's strong industrial structure in specialty vehicles is reinforced by the strength of Quebec's industrial structure and by Granby's positioning in Montérégie, which is home to a large concentration of transportation equipment companies.

Regional assets

Food processing



Granby's food processing hub is a key economic driver for jobs and investments. In 2014, this hub generated over \$22,5 million in investments.

The dairy and confectionery segments account for 70 % of the 1 791 jobs in Granby's food processing sector.

Granby is home to major clients, such as Ultima Foods (350 employees) and Agropur (403 employees), as well as medium-sized players, such as Allan Candy (350 employees) and L.B. Maple Treat (93 employees). Another player, Kerry (69 employees), is an input supplier. The other finished goods producers are food distributors or manufacturers equipment for this sector.

Granby smells like candy!

Our vision

Due to its constant market growth and the presence of major Granby companies in the pole, the food processing segments, specifically dairy and confectionery, must be supported. **Granby Industrial** has developed an industrial support strategy for this pole of excellence.



City that support its poles of excellence

Hydroelectric engineering



Granby boasts unique expertise thanks to the historical presence of the Alstom Company and the complementary nature of the city's various players. As a result, when Alstom left Granby in 2001, former employees started their own company in the city, further demonstrating the entrepreneurial spirit in the region.

Over 80% of the engineering and design of hydroelectric systems for small- and medium-scale hydro, in Canada, are made in Granby. These businesses have a solid reputation and are an acquisition target for major international players, as seen in the purchases of Vortex by Voith and Sitca by Alstom. The companies in Granby share the current industrial base with other business segments.

Granby's industrial structure consists of companies in design and engineering which are very complementary between them. A strong collaborative spirit exists among the various players.

Our vision

Considering the distinct strengths and recognized expertise of businesses in Granby in terms of design, engineering and project management for small power stations, this regional asset must be supported and the leadership that characterizes Granby must be recognized.

Granby's industrial park

Granby's industrial park is a prime location for companies seeking to establish themselves in the region.

Over the past fifteen years, Granby's industrial park has received more than \$1,5 billion in investments, proving beyond a doubt its commitment and ability to adapt to the evolving world of manufacturing.

A technological park

More than 140 companies are located here. The broadband fibre optic network was installed in 2011 and the IP telephony is accessible, two considerable benefits for tech companies.

Granby's industrial park is an indispensable business centre, renowned for its diverse business segments, high-quality companies, numerous jobs and dynamic entrepreneurs.

Here are a few key facts about the park:

- Location and access: Route 139, Autoroute 10, Exit 68 (1 km away)
- Total area: 627 hectares (6 270 000 m²)
- Available area: 817 568 m²
- Sale price: \$0,50/ft², or \$5,40/m² and more
- Topography: Flat region
- Bearing capacity: 12 200–58 580 kg/m² (2 500–12 000 lb./ft²)
- Aqueduct capacity: 36 364 m³/day (9 600 000 U.S. gal/day); Pipe diameter: 35–45 cm (14–18")
- Wastewater system: Sanitary sewer lines: 25–37.5 cm (10–15"); Rainwater pipes: 37,5–195 cm (15–78"); Capacity: 53 000 m³/day (14 000 000 U.S. gal/day)
- Electricity grid: 25 kV three-phase system
- Natural gas
- All services provided free of charge by the City up to property limits
- City public transportation available for park workers
- Bike paths located throughout the park and adjacent neighbourhoods

An expansion of the industrial park is in development, and more than 20 lots will be available for construction. (see Appendix)



City that support its poles of excellence

Granby's biggest industrial employers*

AGROPUR, CHEESE AND INGREDIENTS DIVISION	403
ULTIMA FOODS INC.	350
ALLAN CANDY	350
PRINOTH LTD	333
POLYFORM CELLULAR PLASTICS INC.	260
EZEFLOW INC.	216
DELTA TRANSFORMER	194
PAPERSOURCE, DIVISION OF CASCADES CANADA	189
VELAN	163
DUBÉ LOISELLE INC.	162
ARTOPEX	162
BOW PLOMBING GROUP	160
GAZ PROPANE RAINVILLE	150
PEPSI (BOTTLING GROUP CANADA)	143
BELT-TECH PRODUCTS INC.	140
G & K SERVICES (QUÉBEC) INC.	135
GRANBY INDUSTRIES	134
ATLAS AERONAUTIK	130
PLASTUBE INC.	130
THE DATA GROUP OF COMPANIES	125
SANI-ECO INC	125
NSE-AUTOMATECH INC.	115
FIVES LINÉ MACHINES	104
SPECTAL INDUSTRIES INC.	100
DURABAC INC	100
SP APPAREL INC.	98
LASER AMP	91
POISSONNERIE COWIE	90

*Maximum number of jobs for 2014 according to the annual survey of the *La Haute-Yamaska* businesses made by Granby Industrial.

Foreign subsidies

Granby Industrial supports the foreign subsidies, already established in Granby, in their growth and their different projects.

Furthermore, we offer support and guidance to the entrepreneurs in order to facilitate the setup of new subsidies in the region, bringing wealth, quality jobs and diversity

Foreign subsidies presently established in Granby:

- 25 subsidies
- Represents 20 % of the manufacturing jobs in Granby

COMPANY NAME	SECTOR OF ACTIVITY	ORIGINS
A&I PRODUCTS CANADA	Distributor/ wholesaler, machinery parts	USA
AMADA CANADA LTD	Distributor/ wholesaler, metallic products	Japan
ACKLANDS GRAINGER INC.	Distributor/ wholesaler, industrial products, security, automobile	Ontario
ALSTOM SITCA	Hydroelectricity machines	Europe
ARMSTRONG-HUNT INC.	Metallic products	USA
BEKAERT CARDING SOLUTIONS	Distributor/ wholesaler, clothing and other textile or leather products	Belgium
DATA GROUP	Printing	Ontario
COROPLAST - GREAT PACIFIC ENTERPRISES INC. DIVISION	Plastic and rubber products	British Columbia
EUTECTIC CANADA INC.	Metallic products	Germany
KERRY	Food and beverages	Ireland
ALLAN CANDY COMPANY	Food and beverages	Toronto
LANDÈS	Clothing and other textile or leather products	Germany
LINDE CANADA	Distributor / wholesaler, industrial gas and accessories	Germany



City that support its poles of excellence

Foreign subsidies presently established in Granby (more):

COMPANY NAME	SECTOR OF ACTIVITY	ORIGINS
FIVES - LINÉ MACHINES	Machines, Aeronautics	France
MITJAVILA CANADA INC.	Clothing and other textile or leather products	Spain
NSE-AUTOMATECH INC.	Metallic products, Aeronautics	France
PRINOTH LTD	Ground transportation equipment and special vehicles	Italy
SIMONDS INTERNATIONAL	Distributor / wholesaler, cutting tools, knives	USA
SPARTECH PLASTIQUES, DIV. SPARTECH CANADA INC.	Plastic and rubber products	USA
VEYANCE TECHNOLOGIES CANADA INC. –GRANFORD PLANT	Plastic and rubber products	USA
THULE CANADA INC.	Distributor / wholesaler, transport accessories for leisure activities	Sweden
PIONEER TRANSFORMERS LTD	Computer, electronic and electric products	USA
TRILLIANT NETWORKS INC	Computer, electronic and electric products	USA
WOLSELEY GROUPE PLOMBERIE	Distributor / wholesaler, plumbing accessories, industrial-commercial	Switzerland
WILLIAM KENYON INC.	Clothing and other textile or leather products	England



ELECTROMECHANICAL TECHNICIAN

*Choose Granby for everything
it has to offer: location,
attractive financial incentives,
availability and affordability
of lots, services for industrial
entrepreneurs, support and ease
of setup, high-calibre workforce and
unbelievable quality of life.*

*All of these assets are in place to
ensure that your company
thrives in Granby!*

Granby

WHY CHOOSE
GRANBY?



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Why choose Granby?

Granby is home to a long industrial tradition that began in 1882. The city's industrial sector continues to be recognized today for its vitality, diversity and expertise.

Granby excels in two poles—aeronautics and specialty vehicles—and has two regional assets: food processing, and hydroelectric engineering. A proactive development strategy is already in place to develop these poles.

Granby boasts an impressive number of factories of all sizes, as well as foreign subsidiaries, exporters and investments—these are all a testament to the dynamic industrial activity that takes place in Granby.

Granby's entrepreneurs collaborate on various initiatives and issues to develop their city.

Set up your business in Granby and take advantage of:

- A strategic location
- Attractive financial incentives
- High-quality industrial spaces
- A technology park
- A network of effective financial partners
- An industrial incubator
- Strategic centres of excellence for your company
- A region with a high quality of life
- A very affordable cost of living
- A qualified labour force thanks to educational institutions that pay attention to industry needs



Exceptional city to work in

A strategic location

- Direct access to Autoroute 10 via Route 139 (Exit 68)
- Quick access to Autoroute 20
- Close to the U.S. border and highways 87 (115 km), 89 (65 km) and 91 (92 km)
- Close to Bromont, Montreal, Burlington and Plattsburgh airports
- Less than 12 minutes from resorts such as ski lodges, spas, equestrian facilities, golf courses, and more
- Close to big centers:
 - Montreal : 1 hour
 - Québec : 2.5 hours
 - Boston : 5 hours
 - Toronto : 6 hours
 - New York : 7 hours
 - Detroit : 10 hours
 - Washington : 12 hours
 - Chicago : 13 hours

Accessible and close to Montreal and the American market



Close to airports

Airports				
	Montréal Trudeau	Burlington	Plattsburgh	Bromont
Length of runways in feet	11000/9600/7000	3820/3612	11759	5000
Main approach systems	ILS, DME, VOR, NDB	ILS, DME	ILS, DME	GPS, DME, NDB
Number of airlines	32	5	4	None
Nombre de destinations	130	12	4	None
Main services	shops et restaurants, hotel, self-service check-in, duty free boutique, internet	Restaurant, snack bar, internet, boutique, self-service check-in,	Snack bar, internet	Restaurant, Wi-fi
Parking cost per day	15\$ à 20\$ per day	12\$ per day max	5\$ à 7\$ per day	Free
Customs	yes	yes	yes	yes
Services for handicapped people	yes	yes	yes	no

Easy transportation and logistics solutions from specialized businesses

Granby is home to a number of transport, storage and logistics companies that offer turnkey services, including national and transborder transportation, as well as airline and overseas service. They are also experts in freight and petroleum product transportation services and in short-, medium- and long-term storage for distribution through the road and rail networks.



Exceptional city to work in

Attractive financial incentives

High-quality industrial spaces

Entrepreneurs who are interested in establishing their businesses in Granby will find a wide variety of industrial lots close to Autoroute 10 and very competitively priced. Industrial spaces are also available to rent or buy. Granby offers promising development possibilities for companies that want to make it their home.

- Spaces available range from 95 000 ft² (8 825 m²) to 215 000 ft² (19 974 m²)
- A new phase of the industrial park is in development
- Space available at \$0.50/ft² or more (\$5,38/m²)
- Municipal services included, some up to property limits
- Tax credits
- Very competitive industrial tax rates (\$1,9776 for every \$100 of evaluation).

Financial assistance is available for industrial implantation projects. The City of Granby, for example, offers up to five-year tax credit for the construction of new industrial facilities or the expansion of existing industrial facilities. The building owner must be the business operator. In the case of expansion, the tax credit applies to the increase in value on the assessment role.

**Tax credits are allocated according to an evaluation grid, based on the nature of the project, the sector of activity and number of new jobs, among other criteria.*

Discretionary assistance program

This assistance, limited up to \$100,000 per year and non-transferable from year to year, can be spread among several beneficiaries. For this program, the company may be the owner or occupant of the space. This program does not have specific criteria, providing some leeway to adapt to most situations.

A network of effective financial partners

Granby Industrial, as well as its economic development partners, provide a number of services to businesses in the implantation and expansion phases. Our team can assist you in finding financing and selecting an industrial location or building, taking into account the requirements of your project and any relevant regulations.

Economic development partners of the industrial park are very committed to optimizing the expansion of businesses and have developed a complete range of funds and services tailored to the needs of our companies. Granby has proven itself as a region that encourages entrepreneurship.

Our economic development partners are the following:

- Emploi-Québec
- Ministère de l'Agriculture, des Pêcheries et de l'Alimentation du Québec(MAPAQ)
- Ministère de l'Économie, de l'Innovation et des Exportations du Québec
- National Research Council (NRC)
- Canada Economic Development (CED) for Quebec Regions
- Expansion PME
- Invest Quebec (IQ)
- Le Centre d'aide aux entreprises Haute-Yamaska et région (CAE)
- Granby Centre of Innovation and Industrial Technologies (CITIG)



Exceptional city to work in

Business services

Granby Industrial supports companies throughout their projects by identifying their needs, targeting sources of government financial assistance and facilitating access to these sources. We support entrepreneurs in our area and those who are interested in establishing their company here, adapting our services to their needs:

- Support with startups, relocation and expansion
- Personalized assistance program for succession planning
- Finding industrial lots and/or buildings
- Identifying applicable government programs
- Establishing contacts with government and financial stakeholders
- Providing information on municipal regulations and best business practices (sales, human resources, production, etc.)
- Networking and training opportunities
- Assistance with workforce-related challenges

Environment

- Collection of recyclable materials for industries, businesses and institutions
- Waste management training and support
- Maintaining an inventory of materials used by industries (inputs and outputs) by the BRIQ (www.briq.ca)
- Secure sites (Eco centers) that allow the valuation of waste materials
- Water master plan (action plan) for the protection of our lakes and waterways.

Latest major investments (2013-2014)

Le Groupe Robert Bernard acquired the old De Ball textile factory. An investment of over **\$3 million** was put toward a new tire retreading factory. Forty new jobs were created. Robert Bernard TRM thus became the largest factory in Canada to use Michelin® Retread Technologies.

Belt-Tech invested **\$2 million** and **created some thirty jobs** in Granby! The company, which manufactures webbings for the automotive and aeronautics industries, as well as the industrial sector, also acquired a cutting-edge dyeing system.

Les Contenants Durabac invested **\$2.5 million** in rebuilding and expanding its factory, which was destroyed in a fire.

Over **\$8 million** in investment for **Allan Candy** as they invest in a new production line and new automatized procedures. They also increased their workforce by 25% by **hiring more than fifty employees** in the last nine months.

NSE-Automatech doubles its surface area with a new 43 000 sq.ft. building. They regrouped both of their Granby plants activities under the same roof. A **\$1.5 million** investment.

Transport SN regroups its activities to Granby and **creates new jobs**. The company is expanding and is regrouping its activities from St-Pie to Granby. It purchased the former Hesse Canada plant. A \$1.5 million investment. The 115 employees from St-Pie joined those of Granby. Twenty new jobs were also created.

Machinage Gagné doubled the size of their facilities and transferred their operations in their newly acquired building.

Construction of a new building for **Topring**. In 2014, the company celebrates its 35 years of existence and invests **\$3.5 million** to double its facilities.



Exceptional city to work in

Outils Concept settled in Granby. The company acquired a building in the industrial park and set up its head office. An investment of **\$2 million, creating 5 new jobs.**

Creation of a new business A7 Integration. It designs and manufactures machined parts and complex assembly for the aeronautical sector, among other things.

MEC Precision moved to Granby. The company chose Granby for its vitality and settled in a plant left vacant by NSE Automatech.

Super Décapant built a new building. The company settled its head office and its operations in the industrial park. A more than **\$1 million investment.**

Peinture A3M moved to Granby. This young business chose Granby to increase its operations. It acquired a building, modernized and automated its production line. An investment over **\$1.2 million.**



ANIMATED DOWNTOWN

Granby is the central city of the RMC La Haute Yamaska. La Haute-Yamaska is a regional municipality of county (RMC) located in the eastern extremity of the administrative region of Montérégie.

Montérégie is located in southern Quebec and to the southeast of Montreal. It stretches from the Saint Lawrence River to the U.S. border.

Because of its location—close to Montreal and the United States—Granby is an ideal place to establish your business!

Granby

SOCIO-ECONOMIC
PROFILE OF
GRANBY AND
REGION



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Socio-economic profile of Granby and region

Territorial features:



Granby is the main city of *La Haute-Yamaska* region, a regional municipality of county (RMC)* of Quebec (Canada)

The region's urban structure is concentrated in the City of Granby, whose influence extends throughout the area.

Other than Granby (with an area of 152 km²), *La Haute-Yamaska* RMC includes the City of Waterloo; the Municipalities of Roxton Pond, St-Alphonse-de-Granby, Ste-Cécile-de-Milton and Shefford Township; St-Joachim-de-Shefford Parish; and the Village of Warden.

The RMC is situated on the eastern side of the *Montérégie* administrative region and extends over an area of 650 km².

Despite its affiliation with *Montérégie*, *La Haute-Yamaska* RMC maintains ties with the Eastern Townships for tourism purposes (by being a part of this touristic region).



The majority of the RMC's territory is rural, with 77% of the territory zoned for agriculture.

The RMC, and by extension Granby, is strategically placed thanks to its proximity to major hubs such as Montreal, Sherbrooke and Drummondville, as well as to the U.S. border, the Autoroute 10 and the Autoroute 20.

Property owners are strongly represented in the RMC: nearly three quarters (73%) of the RMC's adult population own their home.

The average property value for single-family homes in 2015 is \$228 274.

The average population density of the RMC was 137,6 residents per km² in 2014.

**An RMC is a group of municipalities within the same administrative entity that is itself a municipality, as defined by the Act Respecting Municipal Territorial Organization. It is incorporated by letters patent issued by the government.*



For a work – home – leisure – business proximity

Demographics:

The population of *La Haute-Yamaska* region is growing. The number of residents in the RMC increased 3,5 % from 2011 (85 042) to 2015 (88 064 at the beginning of 2015).

Population growth rate	2006	2011
Granby (city, census subdivision)	59 385	63 433
Granby — 2006-2011 variation	6.8 %	
La Haute-Yamaska RMC — Residents	79 356	85 042
La Haute-Yamaska RMC — 2006-2011 variation	7.2 %	
Province of Québec — Residents	7 546 131	7 903 001
Province of Québec — 2006-2011 variation	4.7 %	

Source: Statistics Canada, 2011 Population Census. Note on data quality: 2006 figure adjusted; most of the adjustments are due to boundary changes.

Municipal populations in *La Haute-Yamaska* region

H-Y RMC Municipalities	2015 population	
	Residents	% of RMC
Granby	66 535	75,5 %
Roxton Pond	3 562	4 %
St-Alphonse-de-Granby	3 065	4 %
Ste-Cécile-de-Milton	2 104	2 %
St-Joachim-de-Shefford Parish	1 318	1 %
Shefford Township	6 666	8 %
Warden Village	368	0,5 %
Waterloo	4 446	5 %
Total	88 064	100%

Source: *La Haute-Yamaska RMC 2015*

Population 2011 By broad age group	Total	0-19 years	20-64 years	65+ years	Median age
Granby — number	63 433	13 760	38 285	11 385	44.4
Granby — %	100	21.7	60.4	17.9	
H-Y RMC — number	85 042	19 400	51 750	13 900	43.3
H-Y RMC — %	100	22.8	60.8	16.3	
Québec — number	7 903 001	1 750 600	4 894 705	1 257 685	41.9
Québec — %	100	22.2	61.9	15.9	

Source: Statistics Canada, 2011 Population Census

The population of *La Haute-Yamaska* region is older than that of the province. Nevertheless, youth aged 0 to 19 are more numerous, representing 22.8% of the RMC's total population. The average age in Granby rose from 42.3 years in 2006 to 44.4 years in 2011.

Social characteristics:



NATIVE LANGUAGE: the population of *La Haute-Yamaska* region is mostly French-speaking, but over 35% also speak English. *Source: From the document "Population selon la connaissance des langues officielles, municipalités, MRC et TE de la Montérégie et ensemble du Québec, 2011" (in French only) by the Institut de la Statistique du Québec.*

IMMIGRATION: the immigrants who live in the RMC represent 4 % of the population (2011).

EDUCATION: concerning the population of *La Haute-Yamaska* aged 15 years and over, 47 % has a postsecondary certificate, diploma or degree (including vocational training, college and university). Enrollment numbers at the *Cégep de Granby (college)* went from 1 553 in fall 2006 to 2 391 in fall 2014.

UNEMPLOYMENT RATE: the unemployment rate in *Montérégie* was 5.4 % (*Le Bulletin sur le marché du travail au Québec*, February 2015), a rate below the provincial rate (7.4 %).

INCOME: average employment income of the population aged 15 years and over who worked full year, full time: \$44 297 in *La Haute-Yamaska* compared to \$52 285 in *Montérégie*



For a work – home – leisure – business proximity

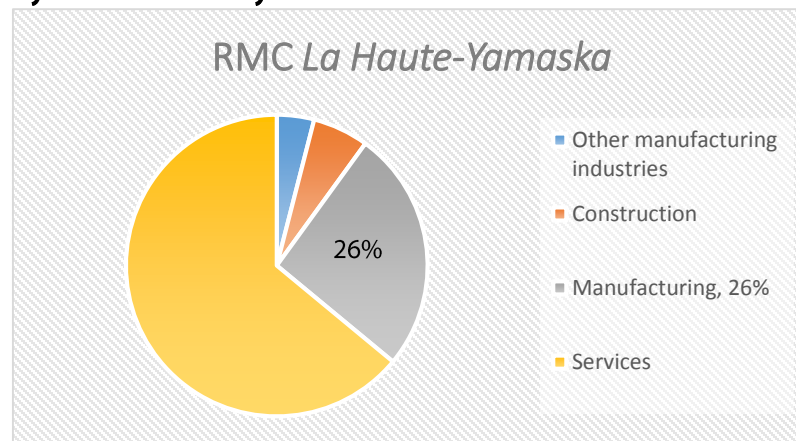
Economy:

SMEs have a strong presence in *La Haute-Yamaska* region. In 2008, the RMC had 2 761 businesses. Over 86% of those had fewer than 20 employees.

Nearly three quarters (71.9%) of the **businesses in the RMC** are in the service sector; 13% are in construction, 9.9 % are in manufacturing and 5.2% are in the primary sector.

Sources: 2013-2016 PALÉE, CLD de La Haute-Yamaska

Distribution of the employed population of the RCM La Haute-Yamaska, by sector of activity.



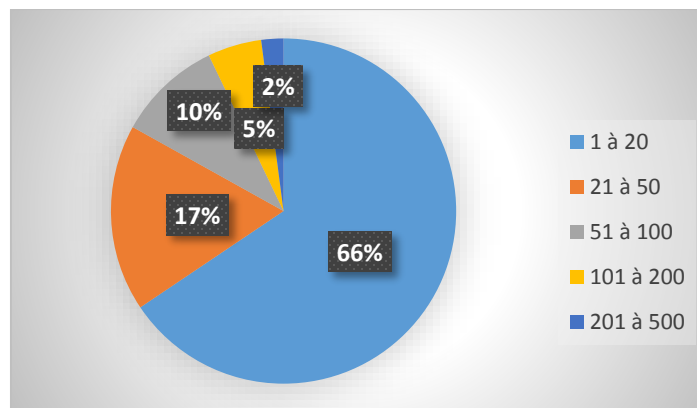
Source: Statistique Canada, 2011 National Household Survey

The distribution of the employed population of the RCM *La Haute-Yamaska*, by sector of activity, differs from that of the *Montérégie*. Thus, the manufacturing sector represents 26% in *H-Y* compared to 14% in the *Montérégie*.

Workers aged 25 to 64 years, in 2012, in the RMC La Haute-Yamaska

- 35 454 workers were in that age range
- Representing 76.2% of all workers

**Breakdown of manufacturing companies in *La Haute-Yamaska* by
number of employees**



Source: 2014 industrial survey – Granby Industriel.

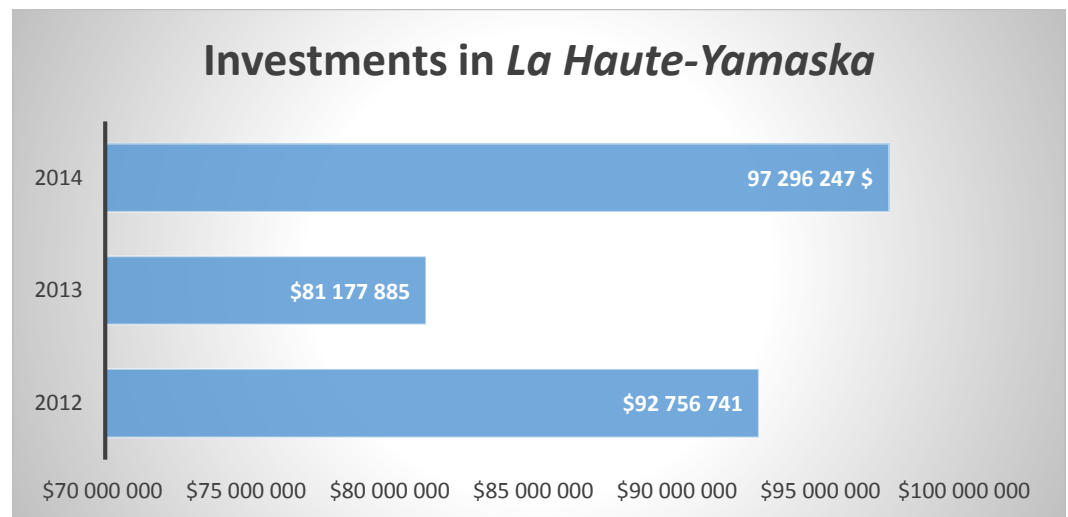
Manufacturing sector

- The RMC's manufacturing sector is one of the front runners in *Montréal* for manufacturing exports and for number of manufacturing jobs.
- In Granby in particular, around 30% of current jobs are related to the industrial sector. This percentage is higher than that of the province of Quebec (16.3%).
- In *La Haute-Yamaska* in 2014, there were 337 manufacturing companies. On average, over the year, they employed some 9,804 workers.



**For a work – home –
leisure – business proximity**

Investment in *La Haute-Yamaska*



Source: 2014 industrial survey – Granby Industriel.

Investments

Two major manufacturing sectors, metal products and plastics and rubber products, have an investment increase. The metal products sector generated investments of more than \$23 M, an increase of 6.6% compared to 2013, and the plastics and rubber sector, over \$18.5 M, a 53.4% increase!

Let us bring to your attention an important increase in the paper processing sector, with total investments of more than \$4 M, a 91% increase over 2013.

The industrial structure in the RMC is very diverse. The aeronautics, ground transportation equipment and food processing poles of excellence have a significant presence on the territory, backed by the metal and chemical industries, as well as by the rubber, plastics and wood transformation.

In 2014, in *La Haute-Yamaska*, the SME (1 to 50 employees) represented 83% of industrial businesses and 33% of jobs.

Manufacturing jobs and investments by sector of activity in 2014

SECTORS	NUMBER OF COMPANIES	2014 JOBS	2014 INVESTMENTS
Food and drink	21	1 791	11 313 000
Metallurgical products	73	1 828	23 530 178
Plastics and rubber	29	1 627	18 665 720
Non-metallurgic mineral products	10	235	1 048 300
Chemicals	10	101	3 082 200
Paper	3	256	4 335 000
Furniture and wood products	34	512	1 975 600
Transport equipment	6	540	9 905 000
Machine manufacturing	16	322	7 121 000
Computer, electronic and electric products	18	521	3 591 226
Printing	16	389	2 350 717
Clothing and textiles	24	855	3 831 000
Distributors/wholesalers	55	1 033	2 421 802
Others	22	380	4 126 050
Total	337	10 390	\$97 296 247

⁵

Source: 2014 industrial survey – Granby Industriel.

Jobs

In general, the number of jobs remained stable for most sectors of activity compared to 2013. However, there has been a significant decrease in three industrial sectors; Food and beverages with a loss of 147 jobs, the metal products with a loss of 75 jobs and furniture and wood products with a loss of 95 jobs.

The good news is, the plastics and rubber products, non-metallic mineral products and ground transportation equipment have seen their job numbers increase.



For a work – home – leisure – business proximity

Granby's economic indicators

Granby's economy has grown moderately since the end of the 2008-2009 global recession. After gaining only 0.6% in 2009, the real GDP rose 3.5% on average between 2010 and 2012 because of gains in most sectors of the economy.

Over the last three years, the average annual growth rate in Granby's manufacturing sector has been 4.9%, partly as a result of growing local and international demand and the industry's diversity.

The number of new builds in the non-residential sector increased at an average annual rate of 4% between 2010 and 2012.

The residential real estate market declined in comparison with 2010 (900 units). It remained at an average of 655 housing starts in 2011 and 2012.

Granby experienced continuous population growth from 2010 to 2012 at a rate of 1.5% per year.

Granby's real GDP is expected to increase 2.2% in 2013 and 2.6% in 2014, which are both less than the average for the last three years.

Economic indicators	2007	2008	2009	2010	2011	2012	2013 p	2014 p
Real GDP at basic prices (millions of dollars 2002)	2 489	2 571	2 585	2 713	2 795	2 866	2 930	3 005
	3,6	3,3	0,6	4,9	3,0	2,5	2,2	2,6
% change	36,9	38,6	38,1	40,8	37,7	40,1	40,4	41,1
	9,1	4,5	-1,2	7,0	-7,5	6,3	0,8	1,6
Total jobs (in thousands)	7,9	8,3	9,1	7,2	8,9	7,5	7,6	7,3

Source: Statistics Canada; CMHC Time Series Data; Conference Board of Canada 2013.

Value of building permits by type of construction, La Haute-Yamaska RMC

	2013	2014	Variation 2014/2013
Permit value	148 137	127 420	-14,0
Commercial	21 086	15 025	-28,7
Industrial	9 976	7 497	-24,8
Institutional	29 090	4 637	-81,4
Residential	87 985	100 261	14,0

Source: Statistics Canada, Building Permit Survey. Compilation: Institut de la statistique du Québec, Service des statistiques sectorielles et du développement durable.

La Haute-Yamaska RMC Location





WELDER

Granby

GRANBY'S
ADDED VALUE

*Industrial incubator
for startups and
innovative companies*

*Education centers providing
technical and professional training
related to manufacturing*

*Skilled labour
attraction campaign:
Enjoy Granby!*



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Industrial incubator



Many innovative projects in the manufacturing sector include a technological achievement that must be mastered in the industrial production phase and then commercialized. For local startup companies and businesses that are strategically attracted to the Granby region, the Granby Centre of Innovation and Industrial Technology (CITIG) is a primary resource.

The incubator offers startups and innovative companies competitively priced space, technical and professional support, and consulting services. Entrepreneurs also benefit from a support committee made up of experienced manufacturers and professionals who have agreed to pass the torch by sharing their knowledge in order to contribute to the success and accelerate the growth of innovative businesses.

Granby Industrial helps entrepreneurs innovate !

The Granby Industrial team works closely with Réseau Trans-Tech, which consists of 49 College Centres for the Transfer of Technology (CCTTs) in Québec, and the National Research Council (NRC) to help entrepreneurs research innovative solutions. The NRC is the Government of Canada's premier organization for research and development. CCTTs bring together 1,000 experts (technicians, engineers, professionals and researchers) to assist businesses with their projects through technical support, applied research, training and more.



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Technical and professional training centres

Training centres, manufacturers and the Granby Industrial team have all joined forces to create a skilled workforce that meets the needs of local manufacturers.

Industry-related training programs

At Cégep de Granby (college):

- Industrial electronics technology (college diploma – DEC)*
- Industrial engineering technology (DEC)*
- Automation, instrumentation and robotics (Attestation of Collegial Studies – AEC)
- Applied industrial production management (AEC)
- Applied management of manufacturing production challenges (AEC)
- Manufacturing production management (AEC)
- Adult education
- Business service centres (SAE)
- Université Laval at Granby, through Cégep de Granby

At the Centre Régional Intégré de Formation (CRIF):

- Machining techniques (diploma of vocational studies – DEP)
- Numerical control machine tool operation (vocational studies accreditation – ASP)
- Automated systems electromechanics (DEP)
- Electricity (DEP)
- Wood products manufacturing
- Welding and fitting assistant

At Brome Missisquoi Campus:

- Production equipment operation (DEP)
- Fitting and welding (DEP)
- Industrial construction and maintenance mechanics (DEP)
- Machining techniques (DEP)
- Trucking

Worker attraction campaign:

Enjoy Granby!

Granby Industrial's tasks include supporting businesses and working on the region's challenges.

The Granby Industrial team is aware of industrial companies' pressing need for skilled workers, so they created the Enjoy Granby! recruitment campaign.

Our strategy

INNOVATE by creating a dynamic and interactive platform based on video testimonials. Position the City of Granby as a healthy and exciting place to live and a strategic hub for manufacturing companies and workers. Make the region the benchmark in industrial employment!

Goals

- Fill openings at manufacturing companies in Granby
- Attract people looking for jobs and a better quality of life. Encourage them to come study, raise their family, and relocate or start businesses in Granby
- Further advertise existing technical and professional training programs and job openings in Granby to increase enrolment
- Raise Granby businesses' visibility and explain manufacturing jobs
- Become THE source of information on manufacturing jobs available in Granby





Exceptional city to study in

Strategies:

- Design an interactive, easy-to-use jobs site for job seekers and businesses
- Show video testimonials featuring residents, workers, students and entrepreneurs who live in Granby
- Provide comprehensive information about Granby
- Create Facebook, Twitter and YouTube accounts to share job openings
- Create a website that enables staff to measure website traffic and results
- Create a simplified mobile version of the website
- Create an Bilingual version of the website

This major campaign mainly uses social media to advertise (e.g. banner ads, advertising on key websites, links on partner sites, keywords, blogs). Every effort is made and strategy employed to distinguish Granby from other municipalities and convince people to decide to work, study, invest and live in Granby.

Interactive jobs section

The promotion campaign focuses on industrial job openings in Granby. This section of the site is interactive and updated daily.

For employers: We invite employers to publish their job openings (prior approval from Granby and Region Industrial Development) free of charge.

In the “Job opportunities” section, there is an “Apply now” button through which job seekers can send their résumés directly to employers. The documents are sent through Enjoy Granby so we can tally the number of résumés sent and determine the job seekers’ locations and which openings are most popular.



CENTRE D'INTERPRÉTATION
DE LA NATURE DU LAC BOIVIN

***Granby is the ideal location for your
company. But is it right for your
family and your lifestyle? Imagine
working 15 minutes from
home—and no traffic!***

***You can enjoy large green spaces
and rest easy knowing your
children are safe. Live in a city where
all the amenities are nearby.***

***Choose Granby
and live life to the fullest!***

Granby

CHOOSING
GRANBY MEANS
CHOOSING AN
OUTSTANDING
QUALITY OF LIFE



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Living in Granby

A very affordable cost of living

Granby has some of the lowest single-family dwelling prices in Quebec with an average sale price of \$225 450 in 2014, compared to \$339 519 in Montréal, \$231 090 in Sherbrooke and \$245 099 in St-Jean-sur-le-Richelieu. The average sale price for a single-family home for the entire province was \$260 378 in 2014.

In 2014, there were 227 dwellings under construction in Granby, demonstrating that Granby's real estate market is booming!

Rent for a two-bedroom apartment is extremely affordable at an average cost of \$595, while a similar residence would cost \$739 in Montréal.

Sources: The QFREB Barometer-Residential Market, third quarter 2013, the Canadian Mortgage and Housing Corporation and the Bureau des Évaluations de la Ville de Granby.



Unrivalled quality of life

Granby Residents enjoy a wide range of leisure activities, festivals and tourist attractions, including the Granby Zoo, which is one of the most beautiful in Canada and home to a large water park. Granby has picturesque vistas, the Centre d'interprétation de la nature du Lac Boivin, the Miner Heritage Farm and parks and fountains that make the city a unique vacation spot.

Leisure activities and sports to suit every taste

There are numerous sport facilities in the area, including a sports centre with three ice rinks for hockey and figure skating, an indoor pool, multi-sport recreational centres, baseball diamonds and soccer fields. Nature lovers will be well served by the city's many parks, pedestrian footpaths, golf courses and bike path networks.

In the winter months, outdoor enthusiasts can enjoy snowmobiles, ATVs, cross-country and downhill skiing, outdoor skating rinks like Boivin Lake, sliding sports and much more.





Enjoy the quality of life in Granby

Arts and culture

Granby's culture is well established. The city offers a wide range of entertainment, theatre and art galleries in addition to its Festival international de la chanson, a prestigious competition showcasing French singing and songwriting.

Family services

Granby has the infrastructure and services needed to provide its people with an outstanding quality of life. The city abounds in municipal, government and private services for its citizens: 15 elementary schools and 5 high schools (French, English, private, public), a vocational training center and a college where university courses are also available, a library, public transit, shopping malls, hotels and famous restaurants can all be found in Granby.

The health and welfare of the local population are the responsibility of CSSHY (Health and Social Services Center for the Haute-Yamaska). Some 72 general practitioners and 52 specialists form the teams of health care establishments and services, including a hospital.

Living in Granby means choosing a city that promotes family and environmental values. The city also helps its property owners thanks in part to its extremely low municipal tax rate.



Immigration assistance

SERY is a non-profit organization that welcomes immigrants, facilitates integration and builds intercultural bridges while respecting the values of the host community.

Qualified employees provide help with finding employment and facilitate school integration and daycare enrolment. The Granby region is home to over one hundred different nationalities. Thanks to this wonderful cultural diversity, the city will continue to grow richer every day.

Living in Granby also means choosing a safe and healthy environment for your family.



BOIVIN LAKE

Granby

CONTACT US

*Keep in touch with the
Granby Industrial team.*

*We will guide you in all
of your industrial
initiatives.*



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Granby Industrial provides support for your projects

Our mission

The mission of **Granby and Region Industrial Development** is to ensure and promote the economic and industrial development of its territory.

Our role and development areas

Guiding and supporting existing industrial companies with their growth, needs, challenges and projects (e.g. expansion, relocation, financing, productivity improvement, sustainable development, succession).

Making the area a hub for industrial startups and stimulating their development by partnering with other economic players and facilitating support for entrepreneurs.

Promoting the region nationally and internationally, and attracting and welcoming new business and investors to the region.

Other services

- Contributing to the promotion and sale of Granby's industrial lots
- Maintaining an inventory of available industrial lots and buildings
- Providing regular assistance to companies
- Updating the business community about available manufacturing assistance programs and providing relevant information
- Organizing networking and training activities to improve managers' skills
- Carrying out projects related to local issues
- Conducting an annual survey of all local manufacturing businesses and updating the business directory
- Drafting annual statistical reports (*jobs, investments*)



Enjoy the quality of life in Granby

Keep in touch with Granby Industrial



Maryline Martin, Assistant Director, Éric Tessier, Industrial Commissioner, Jean-Robert Champoux, Carole Gaten, Communications and Economic Development Counsellor, Patrick St-Laurent, General Director, Sylvie Mc Cann, Controller.

Online presence and social networks:

- Website: <http://granby-industriel.com/en/>
- Facebook: <https://www.facebook.com/Granby.Industriel>
- Twitter: twitter.com/Gnby_Industriel
- YouTube: www.youtube.com/user/GranbyProfitez
- RSS: granby-industriel.com/feed/
- LinkedIn: Développement industriel Granby (group)
- LinkedIn: CITIG, incubateur industriel (company page)

Contacts

Patrick St-Laurent
General Director
450-777-2707 ext. 2623
p.st-laurent@granby-industriel.com

Éric Tessier
Industrial Commissioner
450-777-2707 ext. 2628
e.tessier@granby-industriel.com

Toll-free: 1-877-777-3779



KENNEDY PARK

***Read the
appendices for
more information.***

***Map of the
industrial park***

***Data sheets
for available lots***

***List of permits and
authorizations***

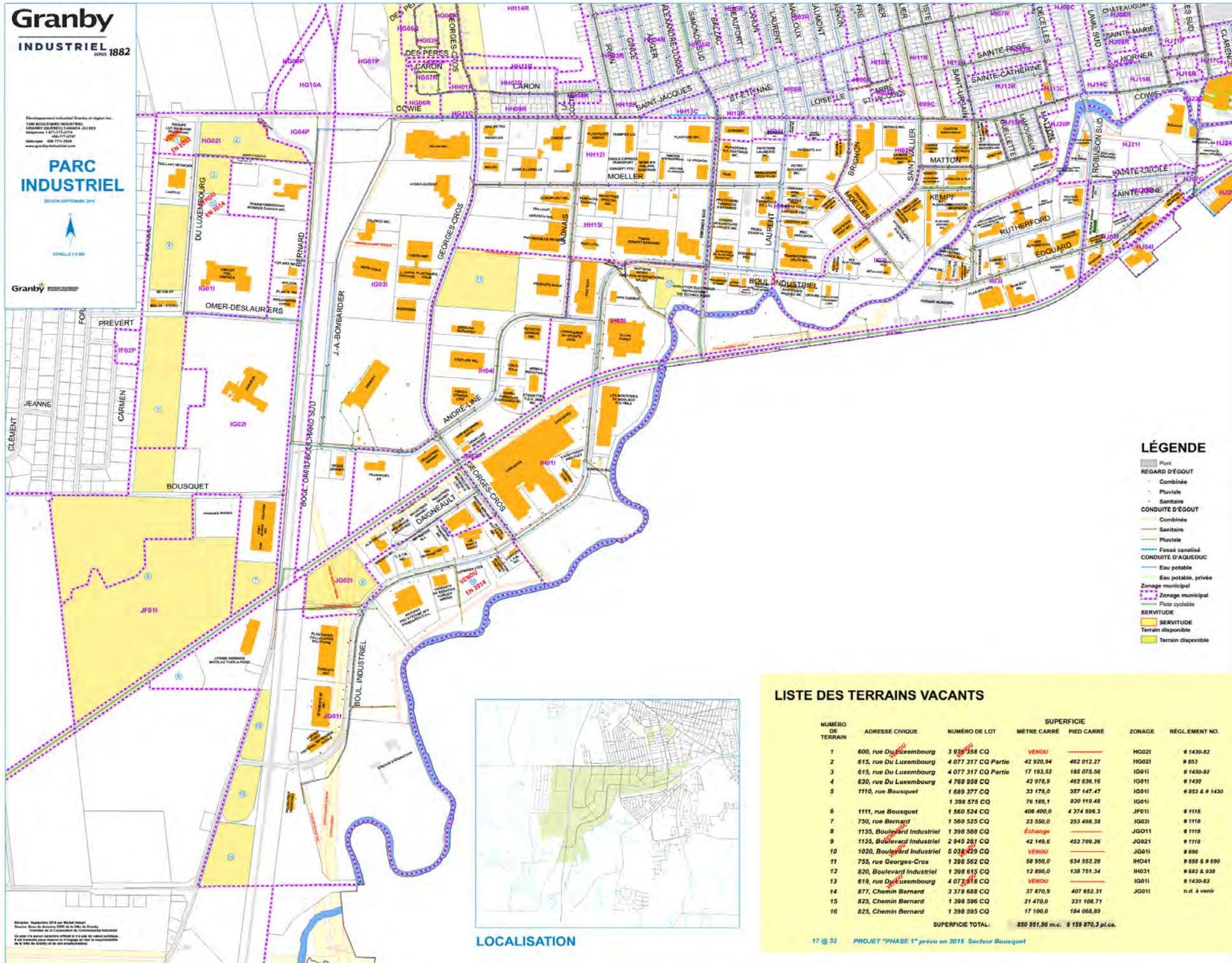
Granby

APPENDICES



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LÉGENDE

- Port
- REGARD D'ÉGOUT
- Combinée
- Pluviale
- Sanitaire
- CONDUITE D'ÉGOUT
- Combinée
- Sanitaire
- Pluviale
- Fossé canalisé
- CONDUITE D'ACQUEDUC
- Eau potable
- Eau potable, privée
- Zonage municipal
- Zonage municipal
- Piste cyclable
- SERVITUDE
- Terrain disponible

LISTE DES TERRAINS VACANTS

NUMÉRO DE TERRAIN	ADRESSE CIVIQUE	NUMÉRO DE LOT	MÈTRE CARRÉ	PIED CARRÉ	ZONAGE	RÈGLEMENT NO.
1	600, rue Du Luxembourg	3 926 358 CQ	VENDU		HG021	# 1430-82
2	615, rue Du Luxembourg	4 077 317 CQ Partiel	42 920.94	462 012.27	HG021	# 053
3	615, rue Du Luxembourg	4 077 317 CQ Partiel	17 193.52	185 075.56	IG011	# 1430-82
4	630, rue Du Luxembourg	4 768 958 CQ	42 978.9	462 636.16	IG011	# 1430
5	1110, rue Bousquet	1 689 377 CQ	33 179.0	357 147.47	IG011	# 853 & # 1430
		1 398 576 CQ	76 189.1	820 119.48	IG011	
6	1111, rue Bousquet	1 560 524 CQ	406 400.0	4 374 596.3	JF011	# 1118
7	750, rue Bernard	1 560 525 CQ	23 550.0	253 498.38	JG021	# 1118
8	1135, Boulevard Industriel	1 398 588 CQ			JG011	# 1118
9	1135, Boulevard Industriel	2 945 281 CQ	42 149.6	452 709.26	JG021	# 1118
10	1020, Boulevard Industriel	5 038 429 CQ	VENDU		JG011	# 690
11	755, rue Georges-Croix	1 398 562 CQ	58 950.0	634 553.28	IHO41	# 088 & # 690
12	820, Boulevard Industriel	1 398 615 CQ	12 800.0	138 751.34	IHO31	# 682 & 930
13	619, rue Du Luxembourg	4 078 318 CQ	VENDU		IG011	# 1430-82
14	877, Chemin Bernard	3 378 688 CQ	37 870.9	407 652.31	JG011	n.d. à venir
15	825, Chemin Bernard	1 398 596 CQ	21 470.0	231 108.71		
16	825, Chemin Bernard	1 398 595 CQ	17 100.0	184 068.89		
SUPERFICIE TOTAL:			850 951.06 m.c.	9 150 870.3 p.c.		



LOCALISATION

Main steps in purchasing a lot in the industrial park

1. With the help of an Industrial Commissioner, a suitable location is selected.
 - a. Analysis of different sites
 - b. Site tours
 - c. Completion of checks with municipal or public services:
 - Required lot dimensions (planning department)
 - Zoning regulation compliance (planning department)
 - Setup of municipal services (technical department)
 - Setup of public services: gas, electricity, telephone
 - Restrictive natural elements (planning department)
 - Presence of easement(s)
 - d. Verification of water consumption and pollutant loads and capacity validation with the City of Granby's technical department
2. Once a lot has been selected, the industrial officer and the City's technical department prepare a technical information sheet.
3. If the lot is not subdivided or the project requires special applications, the industrial officer submits a project summary to the municipal council to obtain its preliminary agreement.
4. Following approval, the surveyor chosen by the purchaser subdivides the lot. The surveyor's work will give the exact dimensions of the lot and its unique lot number.
5. The surveyor submits the subdivision project directly to the City for verification by the planning department and then approval by municipal council.
6. A duly signed offer to purchase is submitted for approval to the municipal council by Granby and Region Industrial Development Inc. The purchaser pays a deposit of 10% of the transaction amount to the City of Granby. If a counteroffer causes the deposit amount to increase by more than \$500, a second deposit must be paid to reach the 10% payable.
7. If the purchaser is a company, it must provide a resolution approved by company management and indicating the name of the representative authorized to sign legal documents.
8. After municipal council approves the offer, the court clerk sends a resolution to the purchaser's notary.
9. The purchaser provides a copy of the offer to purchase to his or her notary, who will prepare the draft contract.



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10. The surveyor applies to register the lot. The provincial government then issues a notice of land registration. This step may take up to one month.
11. Both parties—the purchaser and the Mayor and court clerk, who represent the City of Granby—then sign the contract in Granby. The notary notifies his or her client of the signing.
12. The purchaser could receive a five-year tax credit on the building if it belongs to a company in operation. The purchaser must apply to Granby and Region Industrial Development when the building has been built.

Mandatory condition:

The purchaser must commit to begin construction of an industrial building with an area equal to about 20% of the lot area within six months of signing the contract. A ratio of 1/5 is considered normal. Depending on the type of operation, the uses or certain factors, the ratio may vary somewhat.

Other conditions

Granby and Region Industrial Development Inc. and the City of Granby reserve the right to introduce certain considerations or requirements for approval of a lot sale.

Timeframes

Because of administrative formalities, purchasers should anticipate a period of about 8 to 12 weeks between the signing of the offer to purchase and that of the notarized contract. Furthermore, the exterior plans for the building must be approved by the municipal council under site planning and architectural integration program regulations, which may cause a further delay.

Purchaser checklist:

- Make sure the nature of the project complies with the industrial zone by-laws
- Make sure the project meets the Québec environment ministry's standards
- Conduct soil tests if they are deemed necessary for the environment
- If trees must be removed, a city permit is required
- Order the subdivision, survey, boundary marking and registration of the lot
- Provide the notary's name
- Sign the offer to purchase
- Give a cheque for 10% of the lot price to the City of Granby
- If the purchaser is a company, provide an official document (resolution) confirming the name of the signer for the transaction
- Commit to building within 6 months

Work carried out at the purchaser's expense:

- Soil tests (unless tests have already been carried out)
- Subdivision, survey, boundary marking and lot registration
- Connection to municipal wastewater and water systems
- Road pavement repair after connection
- Lot filling and grading (a permit from the City is required for more than one metre of fill)
- Hydro-Québec connection order
- Lot drainage if there are bodies of water
- Legal, notary and Registry Office fees

For all industrial lot acquisition initiatives, contact:

Granby and Region Industrial Development Inc.

1300 boulevard Industriel, Granby, Québec, Canada J2J 0E5
Telephone: 450-777-2707 or 1-877-777-3779

Éric Tessier, Industrial Commissioner

Email: e.tessier@granby-industriel.com

Website: <http://granby-industriel.com/en/>



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List of permits and authorizations

Department	Permits and certificates	Documents	Cost
Technical	Dig	Plan signed by an accredited professional (engineer and plumber) with location, type and diameter of pipes and accessories	Deposit of \$900
	Water retention	Retention plan prepared by an engineer	N/A
Planning	Building, expansion and conversion	Site plan prepared by a land surveyor Building plan (architect and engineer, if required by law) Lot use plan with parking spots, landscaping, traffic lanes and the surface drain system	\$20 plus \$2 per \$1,000 or portion of \$1,000 of the value of the additional work
	Change of use	Floor plan (architect and engineer, if required by law) Site plan with parking spaces, landscaping and traffic lanes.	\$20
	Sign	Sign plan with materials and dimensions Sign layout plan if it will be placed on poles or a podium	\$20
	Tree removal	Location of the lot concerned and description of the tree removal work for which an authorization certificate is being sought Information required to ensure the work is fully understood, such as photos, forest type, tree type, location, etc.	\$20
	Filling/excavation	Scale plan of the lot in question with the grade before and after work, type of material used and other information if required	N/A

This information is provided for reference only. For more information, contact the planning department at 450-776-8260 or technical department at 450-776-8245.

For all industrial lot acquisition initiatives, contact:

Granby and Region Industrial Development Inc.

1300 boulevard Industriel, Granby, Québec, Canada J2J 0E5

Telephone: 450-777-2707 or 1-877-777-3779

Éric Tessier, Industrial Commissioner

Email: e.tessier@granby-industriel.com

Website: <http://granby-industriel.com/en/>

Why Québec ?

Business Environment

- With a population of 8 million, Québec is a major economic player on the Canadian scene.
- Québec was able to steer a steady course through the recent global economic crisis, showing just how solid its economy is! For example, the annual unemployment rate held fast at 7.8% in 2013 while per-capita GDP climbed to \$44,386.
- The value of Québec's exports has grown consistently and now stands at \$65.7 billion. Nearly 70% of those exports go to the U.S.
- Well-regulated banking system
- Québec is open to the world and a member of the World Trade Organization (WTO), which helps keep trade flowing smoothly.
 - ◆ Canada has also negotiated an agreement in principle on a Comprehensive Economic and Trade Agreement (CETA) with the European Union (EU). The agreement, which is slated to come into effect by 2015, will substantially increase trade with the 28 EU member countries.
 - ◆ Canada will become one of the first industrialized nations with access to the world's two largest markets, namely the United States (314 million consumers) and Europe (over 500 million consumers).
- Share in our linguistic and cultural diversity!
 - ◆ Québec has a unique asset in North America: its rich cultural diversity. In addition to French and English, some 80 languages are widely spoken in Québec.

Workforce

Quebecers are known worldwide for the creativity and inventiveness that fuel their entrepreneurial spirit. That creativity knows no borders; it permeates every industry and everything Quebecers do.

Skilled, highly trained workers

- By investing heavily in education at the elementary, secondary and postsecondary levels, Québec has developed an outstanding education system and achieved one of the highest enrollment and graduation rates in OECD countries.
- Québec has one of the world's most highly skilled workforces and a large cohort of postsecondary graduates.

World-class universities

- Québec's network of universities and research centres is spread strategically across the province and includes seven prestigious universities dispensing programs in French or English.
- The university network does more than just produce an excellent workforce, however: it also plays an active role in fostering university-industry cooperation

Transportation Infrastructure

Québec is a gateway to the Americas, providing easy access to 460 million consumers. Its transportation infrastructure is modern and efficient, allowing goods to be shipped by road, rail, sea or air, or by a combination of these methods.

Operating Costs

With affordable labour costs, energy rates that are among the world's lowest, reasonably priced rents and one of the most competitive tax rates in North America, Québec has everything companies need to compete on the world stage.

Figures that speak volumes!

- Québec's labour costs average 17.9% less than in the United States and 10.9% less than in G7 countries.
- In Québec, electricity costs are 7% lower than in the U.S. and 71.9% lower, on average, than in the G7 countries.
- Québec's taxes on investment are among the lowest in Canada and lower than the average rates in the United States, G7 countries and OECD countries.
- To stimulate manufacturing investments, Québec offers an investment tax credit of the cost of newly purchased manufacturing and processing equipment.
- Finally, Québec reimburses the sales tax on capital goods.

Innovations and Commercial Successes

Innovation and creativity are part of Quebecers' DNA!

Here are just a few of the innovative companies operating in Québec:

- Life sciences: GlaxoSmithKline, Medtronic (Medtronic Cryocath), Pfizer and Vertex
- ICT: Autodesk, Ericsson Canada, Fujitsu Consulting (Canada), IBM, Matrox and Teledyne DALSA
- Transportation: Bell Helicopter Textron Canada, Bombardier Aerospace, CAE, Volvo Group (Nova Bus), Héroux-Devtek, Paccar, Pratt & Whitney Canada, GE Aviation, Thales Canada and CMC Electronics

Power-Generating Capacity

Hydropower accounts for 98% of all energy produced in Québec. The predominance of this clean, affordable source of energy is a hallmark of Québec and gives it an undeniable advantage in the North American marketplace.

- Hydroelectric generating stations release up to 100 times less greenhouse gas than coal-fired power stations.
- Most of the rest of Québec's energy is produced with natural gas, especially in the industrial sector.
- Québec's power grid, the largest in North America, is one of the most reliable systems in the world.

Tax Incentives

With a corporate tax rate of 26.9% in 2014, Québec boasts one of the most competitive rates for manufacturing and non-manufacturing companies in North America.

Generous incentives for investment

Investissement Québec is not just an economic development agency: it can also help you secure the funding you need in addition to the competitive tax rate and full array of investment incentives that Québec companies enjoy.

Industries

Aerospace, Agri-food, Ground transportation, Information and communication technologies, Life sciences, Microelectronics, Mining, Multimedia.



Exceptional city to study in

In brief : Education in Granby

13 public elementary schools (Francophone)

- Ave Maria
- De l'Assomption
- Eurêka
- Joseph-Poitevin
- St-André
- St-Bernard
- Ste-Famille
- Ste-Marie
- St-Eugène
- St-Jean
- St-Joseph
- St-Luc
- St-Marc

1 private elementary school (Francophone)

- Les Jeunes Explorateurs

1 public elementary school (Anglophone)

- Parkview

3 public high schools (Francophone)

- De la Haute-Ville
- Joseph-Hermas-Leclerc
- L'Envolée

2 private high schools (Francophone)

- Mont-Sacré-Coeur
- Verbe Divin

1 public institution of superior learning (Francophone)

- Cégep de Granby

1 vocational training and adult education center

- Centre Régional Intégré de Formation (CRIF)

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