# Financial Report 2006

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# **Board of Directors**

### ACCESUM INC. Acting for société en commandite stationnement de montréal

### **Roger Plamondon**

President Société en commandite Stationnement de Montréal Chairman of the Board Accesum Inc.

#### Marc Blanchet<sup>1</sup>

Directeur transport – planification et grands projets Service des infrastructures, transport et environnement Ville de Montréal

#### **Ed Goral**<sup>2</sup> Administrator

Danielle Melanson<sup>1</sup> Partner Melanson Roy & associés Inc.

**Éric Meunier** Vice-president, Administration Board of Trade of Metropolitan Montreal

### **Pierre Ouellet**

Administrator

**Robert Racine** Partner Kenniff & Racine, Executive search

#### Pierre Reid<sup>3</sup>

Directeur principal Service du Capital humain Ville de Montréal

<sup>1</sup> Human Resources Committee

<sup>2</sup> Human Resources Committee and Audit Committee

<sup>3</sup> Audit Committee

# **Comments of the chairman of the board**

ACCESUM INC. M. Roger Plamondon

# Financial results of Société en commandite Stationnement de Montréal and Accesum Inc. for the year ended December 31, 2006

### STATIONNEMENT DE MONTRÉAL CONTINUES TO MODERNIZE ITS EQUIPMENT

Since 1995, Société en commandite Stationnement de Montréal (the "Company") has focused on its mission to ensure optimal management of paid public parking – both on- and off-street – to promote the development of economic activity.

Its role is to promote the turnover of vehicles on business streets to ensure the sharing of parking spaces and increase customer traffic. The equipment may have been updated, but the role of paid on-street parking has not changed since the parking meter was invented in 1933.

In 2006, the Company continued the work of modernizing equipment begun the previous year. It replaced parking meters with 156 new computerized pay stations, bringing the total of new terminals in downtown Montréal to 716.

The modernization of equipment also continued in parking lots, where ticket machines were replaced by state-of-the-art units.

For more than a year, the new Pay & Go system has proved itself daily in the field. The sturdy equipment has shown its ability to withstand Montréal's rugged climate conditions in all seasons. A customer survey reveals that Montrealers have adapted well to the new payment method. In fact, 92% of users report they have no problem identifying their parking space number, and 87% declare the system to be easy or very easy to use. More than 900,000 transactions are completed each month, with more than 200,000 of them carried out by credit card.

### **FACILITATING INNOVATION**

The Company's choice of parking system has enabled the Ville de Montréal and its boroughs to implement innovative parking policies and adapt the parking offer to the economic activity involved.

The Ville-Marie borough developed a policy specific to the Quartier des spectacles, for example. During the day, to promote vehicle turnover, the maximum parking time is two hours. Starting at 6 p.m., however, parking is permitted until the end of the paid period to meet the needs of clients wishing to go out to dinner or take in a show without having to worry that their parking time will expire.

### **INCREASED FEES AND CLEANLINESS**

In 2006, parking rates were increased for the first time since they were frozen in the mid 1990s. Even with this increase, however, Montréal's on- and off-street parking rates are still among the lowest in all of Canada's major cities. Moreover, more than half of Montréal's paid parking spaces cost less than \$1 per hour, something not seen in any other major Canadian city.

The Company joined the Ville de Montréal in conducting a public-awareness campaign promoting cleanliness, earning it a Gold Broom award from the municipal government.

### **COMMENTS ON THE FINANCIAL STATEMENTS**

The number of on-street parking spaces increased slightly in 2006 to 15,855. The Company also manages 3,979 spaces in 46 parking lots.

### REVENUES

At the end of the last fiscal year, the Company posted revenues of \$38.4 million, up from \$29 million in 2005.

### **EXPENSES**

Expenses totalled \$16.7 million, compared with \$16.4 million in 2005. This increase was linked to the higher rent charged for the various parking lots. The Company reduced its operating expenses to \$7.2 million, down from \$7.4 million in 2005. This decrease in expenses was achieved by optimizing the resources needed to adapt to changes resulting from the increased parking rates.

### EARNINGS BEFORE COMPENSATION AND ROYALTIES

Earnings before compensation and royalties increased to \$21.8 million, compared with \$12.6 million in 2005.

### **EARNINGS BEFORE ROYALTIES**

In 2006, earnings before royalties were \$9.96 million. They were distributed as follows:

• Ville de Montréal

\$9.06 million was paid to the Ville de Montréal. In all, in 2006, the Company paid the Ville de Montréal a total of \$25.1 million in the form of taxes, rent, permits, interest on the debenture, compensation, and royalties. Since its founding in 1995, the Company has paid the Ville de Montréal a total of \$151.9 million in addition to the initial payment of \$56.8 million, for a grand total of \$208.7 million.

#### • Economic Development Fund (Fonds Ville-Marie)

For the year ended December 31, 2006, the Economic Development Fund, known as the Fonds Ville-Marie, was paid royalties of \$0.6 million. Since 1995, the Company has paid \$5.6 million to the Fonds Ville-Marie, which devotes its resources to implementing the Polyglobe project. Polyglobe works to encourage young people to stay in school.

#### • Investment Fund

For the year ended December 31, 2006, the sum of \$0.3 million was paid into the Company's Investment Fund for the replacement of parking equipment.

### **PROSPECTS FOR 2007**

In 2007, the Company will continue to modernize its collection equipment in the various boroughs of the Ville de Montréal, allowing them to benefit from the economies of scale and expertise developed by the Company. The Company continues to offer one-stop service, where all questions related to paid parking may be dealt with at one address by dialling a single telephone number. It will continue to be responsive to the needs of its clientele by studying the possibility of offering easy ways to pay parking fees.

### ACCESUM INC.

In the interest of transparency, the financial statements of Accesum Inc., general partner of the Company, are being released at the same time as those of the Company.

I would like to thank all of the Company's employees for their excellent work this year. It was through the combined efforts of every one that the Company was able to continue installing new parking terminals and rise to the challenge created by the increase in parking fees. I would also like to announce the appointment of Alain Ayotte as the Company's executive vice-president.

In conclusion, I would like to thank all board members for their hard work on behalf of the Company. In particular, I would like to thank Jacques Gagnon, who is leaving the board after devoting several years to managing the Company, for his many contributions. I would also like to welcome Marc Blanchet, director of transportation – planning and major projects at Montréal's Department of infrastructures, transportation, and the environment, who is joining our board of directors.

Roger Plamondon Chairman of the Board Accesum Inc.

## Accesum Inc.

## Accesum Inc.

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March 13, 2007

**Auditors' Report** 

To the Directors of Accesum Inc.

We have audited the balance sheet of **Accesum Inc.** as at December 31, 2006 and the statement of earnings and retained earnings for the year then ended. These financial statements are the responsibility of the management of Accesum Inc. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of Accesum Inc. as at December 31, 2006 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

Pricewaterhouse Coopers LLP

**Chartered Accountants** 

	2006 \$	2005 \$
Assets		
Current assets Cash Accounts receivable Prepaid expenses	13,172 7,199	1,877 45 7,262
Long-term investment (note 2)	20,371	9,184
	20,372	9,185
Liabilities		
<b>Current liabilities</b> Accounts payable and accrued liabilities Due to Société en commandite Stationnement de Montréal	15,399 4,873 20,272	5,518 3,567 9,085
Shareholder's Equity		
Share capital (note 3)	100	100
	20,372	9,185

### Approved by the Board of Directors

Chairperson

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Director

	2006 \$	2005 \$
<b>Revenue</b> Management fees received from Société en commandite Stationnement de Montréal	63,194	62,518
<b>Expenses</b> Administrative services Insurance Other	41,475 14,461 7,258	39,900 16,254 6,364
Net earnings for the year and retained earnings – End of year	63,194	62,518

### **1** Description of business

Accesum Inc., incorporated on June 30, 1993 under Part IA of the Companies Act (Quebec), is the general partner of Société en commandite Stationnement de Montréal.

### 2 Long-term investment

	2006 \$	2005 \$
Investment in Société en commandite Stationnement de Montréal (1 share at \$1)	1	1

### 3 Share capital

Authorized - An unlimited number without par value

Class A shares, voting

Class B shares, non-voting, annual non-cumulative dividend of 5% on the redemption value, ranking prior to dividends paid on Class A shares, redeemable at the amount paid

Issued

	2006 \$	2005 \$
100 Class A shares	100	100

### 4 Statement of cash flows

A statement of cash flows has not been presented as it would not provide any additional meaningful information.

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March 23, 2007

**Auditors' Report** 

### To the Limited Partner of Société en commandite Stationnement de Montréal

We have audited the balance sheet of **Société en commandite Stationnement de Montréal** (the "Limited Partnership") as at December 31, 2006 and the statements of earnings and balance of Operating Fund, balance of Investment Fund and cash flows for the year then ended. These financial statements are the responsibility of the Limited Partnership's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these financial statements present fairly, in all material respects, the financial position of the Limited Partnership as at December 31, 2006 and the results of its operations and its cash flows for the year then ended in accordance with Canadian generally accepted accounting principles.

Pricewaterhouse Coopers LLP

**Chartered Accountants** 

### Société en commandite Stationnement de Montréal Balance Sheet As at December 31, 2006

	2006 \$	2005 \$
Assets		
Current assets Cash and cash equivalents Short-term investments (note 3) Accounts receivable Prepaid expenses Deferred charges	$\begin{array}{r} 6,090,608\\ 4,000,000\\ 960,606\\ 240,228\\ \underline{458,665}\\ 11,750,107\end{array}$	2,597,085 838,358 104,349 85,054 3,624,846
Property and equipment (note 4)	14,732,304	14,273,710
<b>Deferred charges</b> (note 5)	1,570,494	1,646,139
Intangible assets (note 6)	36,299,700	38,316,350
	64,352,605	57,861,045
Liabilities		
<b>Current liabilities</b> Accounts payable and accrued liabilities Due to Economic Development Fund Due to Ville de Montréal Due to Board of Trade of Metropolitan Montreal Current portion of long-term debt (note 7)	$1,754,682 \\ 569,768 \\ 21,490,171 \\ 37,983 \\ 3,333,333$	1,690,681 567,648 11,731,040 38,341 3,333,334
	27,185,937	17,361,044
Long-term debt (note 7)	36,666,667	40,000,000
	63,852,604	57,361,044
Partner's Equity		
Capital	500,001	500,001
	64,352,605	57,861,045

Approved by the General Partner, Accesum Inc., on behalf of Société en commandite Stationnement de Montréal

Director

Chairperson

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Statement of Earnings and Balance of Operating Fund For the year ended December 31, 2006

	2006 \$	2005 \$
Revenue		
Curbside parking meters	32,788,159	24,143,928
Parking lots	2 5 4 2 2 5 2	2 1 2 4 2 2 2
Short-term	2,742,379	2,184,020
Long-term Indemnity for parking space occupancy	1,490,877 913,515	1,489,896 910,569
Other	483,905	261,666
	405,505	201,000
	38,418,835	28,990,079
Expenses		
Operating expenses (refer to schedule)	7,170,825	7,449,931
Rent – Parking lots (note 10)	1,504,076	1,043,338
Rent – Buildings	252,534	257,905
Taxes and permits	1,772,105	1,871,817
Amortization of property and equipment	1,167,754	1,019,011
Amortization of deferred charges	87,855	86,634
Amortization of concession Amortization of other intangible asset	2,000,000 16,650	2,000,000 16,650
Interest and financial expenses	2,683,025	2,531,411
Loss on disposal of property and equipment	12,979	113,056
hose on disposal of property and equipment	12,979	110,000
	16,667,803	16,389,753
Earnings before compensation and royalties	21,751,032	12,600,326
Compensation to Ville de Montréal (note 8) Compensation for contribution from Board of Trade of Metropolitan	(11,387,092)	(7,699,004)
Montreal under the terms of the agreement	(400,000)	(400,000)
Earnings before royalties	9,963,940	4,501,322
Royalties – Ville de Montréal	(9,063,940)	(3,601,058)
Royalties – Economic Development Fund	(600,000)	(630,185)
Net earnings for the year	300,000	270,079
Transfer to Investment Fund	(300,000)	(270,079)
Balance of Operating Fund	<u> </u>	

Statement of Balance of Investment Fund For the year ended December 31, 2006

	2006 \$	2005 \$
Investment Fund balance – Beginning of year	-	-
Transfer from Operating Fund	300,000	270,079
	300,000	270,079
Use of Investment Fund (note 4a))	(300,000)	(270,079)
Investment Fund balance – End of year		

Statement of Cash Flows For the year ended December 31, 2006

	2006 \$	2005 \$
Cash flows from		
<b>Operating activities</b> Net earnings from Operating Fund Adjustments for	300,000	270,079
Amortization of property and equipment Amortization of deferred charges Amortization of concession	1,167,754 87,855 2,000,000	1,019,011 86,634 2,000,000
Amortization of other intangible asset Loss on disposal of property and equipment	16,650 12,979	16,650 113,056
Changes in non-cash operating working capital items (note 9)	3,585,238 9,239,122	3,505,430 1,543,717
	12,824,360	5,049,147
<b>Financing activities</b> Repayment of long-term debt	(3,333,334)	(3,333,333)
<b>Investing activities</b> Purchase of short-term investments Acquisition of property and equipment Proceeds on disposal of property and equipment Increase in deferred charges	$(4,000,000) \\ (2,315,614) \\ 330,321 \\ (12,210)$	(6,463,499) 788,353
	(5,997,503)	(5,675,146)
Net changes in cash and cash equivalents during the year	3,493,523	(3,959,332)
Cash and cash equivalents – Beginning of year	2,597,085	6,556,417
Cash and cash equivalents – End of year	6,090,608	2,597,085

Cash and cash equivalents are composed of cash and short-term investments maturing within the next three months.

### **1 Description of business**

Société en commandite Stationnement de Montréal (the "Limited Partnership") was formed under a limited partnership agreement entered into on May 10, 1994. The general partner is Accesum Inc. and the Board of Trade of Metropolitan Montreal is the sole limited partner.

On January 1, 1995, the Limited Partnership acquired an exclusive concession from Ville de Montréal to use the public domain for the purposes of paid parking. Since then, the Limited Partnership has conducted and managed paid parking operations pursuant to an agreement entered into with Ville de Montréal which can be renegotiated by mutual agreement or even terminated under certain conditions.

These financial statements disclose only the assets, liabilities, revenues and expenses of the Limited Partnership and do not include other assets, liabilities, revenues and expenses of the sole limited partner. As the Limited Partnership is not a corporation, no income taxes or capital tax have been recorded in the financial statements as such taxes are the responsibility of the limited partner.

### 2 Significant accounting policies

These financial statements have been prepared in accordance with Canadian generally accepted accounting principles and include the following significant accounting policies.

### Management estimates

The preparation of financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results may differ from those estimates.

### Property and equipment

Property and equipment are stated at cost. Amortization is calculated using the straight-line method over the following useful lives:

Leasehold improvements	Lease term
Parking lot improvements	5 years
Office equipment	3 and 5 years
Parking meters and distributors	7 and 10 years
Pay stations	5 and 10 years
Automotive equipment	5 years
Machinery and equipment	5 years

### **Deferred charges**

Short-term deferred charges, which consist of financial costs, are amortized over the period of the related debt.

Long-term deferred charges, which consist of start-up costs of various projects, are amortized on a straight-line basis over periods of 3 to 30 years, and written off when it is determined that they can no longer be recovered.

#### Intangible assets

The intangible assets, stated at cost, are amortized on a straight-line basis over a period of 30 years, which corresponds to the contract term between the Limited Partnership and Ville de Montréal.

### **3** Short-term investments

Short-term investments are stated at the lower of cost and fair market value. As at December 31, 2006, those investments bear interest at rates varying from 4.24% to 4.29% and mature April 2, 2007.

### 4 **Property and equipment**

	2006				2005
	Cost \$	Accumulated amortization §	Accumulated Investment Fund S	Net book value S	Net book value S
Parking lots	6,755,876	-	-	6,755,876	7,099,176
Leasehold improvements	1,081,141	1,066,207	-	14,934	11,242
Parking lot improvements	965,936	923,715	-	42,221	94,524
Office equipment	1,026,575	972,013	-	54,562	55,930
Parking meters and		,			
distributors	5,824,221	4,881,657	-	942,564	1,224,833
Pay stations	10,018,789	1,061,398	2,331,264	6,626,127	5,527,023
Automotive equipment	721,928	513,004	-	208,924	186,535
Machinery and equipment	1,159,351	1,072,255	-	87,096	74,447
	27,553,817	10,490,249	2,331,264	14,732,304	14,273,710

a) In 2006, 2005 and 2004, the Limited Partnership proceeded with the renewal of certain paid-parking collection equipment and used, in accordance with Article No. XI, paragraph B of the Agreement signed in 1995, "le fonds de réserve pour investissement à des fins exclusives d'achat d'équipement ou d'autres biens meubles en matière de stationnement tarifé dans le territoire de la Ville de Montréal".

December 31, 2006

b) During the year, equipment was acquired at an aggregate cost of \$1,969,648 (2005 - \$5,662,084). Cash payments of \$2,315,614 (2005 - \$6,463,499) were made in 2006 for equipment purchases.

### 5 Deferred charges

		2006		2005
	Cost \$	Accumulated amortization \$	Net book value \$	Net book value \$
Start-up costs	2,604,966	1,034,472	1,570,494	1,646,139

### 6 Intangible assets

	2006		2005	
	Cost \$	Accumulated amortization \$	Net book value \$	Net book value \$
Concession Other intangible asset	60,000,000 499,500	24,000,000 199,800	36,000,000 299,700	38,000,000 316,350
	60,499,500	24,199,800	36,299,700	38,316,350

The other intangible asset was accounted for at the time of the signing of an agreement between the Limited Partnership and Ville de Montréal for a 30-year term. This intangible asset represents the contribution of the Board of Trade of Metropolitan Montreal to the creation of the Limited Partnership as well as to the Board's expertise.

### 7 Long-term debt

a) The long-term debt is comprised as follows:

	2006 \$	2005 \$
Bridge loan, bearing interest at a floating rate, used in the form of a banker's acceptance, due on May 1, 2010 (note 7c)), repayable in annual principal instalments of \$1,333,333, guaranteed by Ville de Montréal to a	24,000,000	05 222 224
maximum of \$40,000,000	24,000,000	25,333,334
Debenture, maturing in 2014, bearing interest at an annual rate of 9%, repayable in annual principal instalments		
of \$2,000,000	16,000,000	18,000,000
	i	i
	40,000,000	43,333,334
Less: Current portion	3,333,333	3,333,334
	36,666,667	40,000,000

- b) The Limited Partnership has a revolving term credit authorized for a maximum amount equal to the lesser of \$16,000,000 and the net book value of the property and equipment of \$14,732,304 as at December 31, 2006, used in the form of a banker's acceptance or a bank overdraft, due on May 1, 2007, secured by a first rank hypothec on all of the Limited Partnership's assets. As at December 31, 2006, the revolving term credit was not used.
- c) The amount of payments for the next five years, taking into consideration that the bridge loan will be renewed in May 2010 under the current financial terms, is as follows:

	\$
2007	3,333,333
2008	3,333,333
2009	3,333,333
2010	3,333,333
2011	3,333,333

Notes to Financial Statements **December 31, 2006** 

### 8 Compensation to Ville de Montréal

	2006 \$	2005 \$
Basic amount Plus: Effect on earnings from relinquished parking lots Plus: Adjustment of basic amount following increase in revenue	14,032,416 13,302 4,568,210	13,106,409 132 925,875
	18,613,928	14,032,416
Less: Amounts paid to Ville de Montréal for taxes, rents, permits, interest and surplus on no-charge parking granted to Ville		
de Montréal	4,693,442	4,547,336
Less: Interest avoided by Ville de Montréal	2,533,394	1,786,076
	7,226,836	6,333,412
	11,387,092	7,699,004

### 9 Changes in non-cash operating working capital items

	2006 \$	2005 \$
Accounts receivable	(122,248)	(49,771)
Prepaid expenses	(135,879)	28,553
Deferred charges	(373,611)	188,235
Accounts payable and accrued liabilities	109,967	227,065
Due to Economic Development Fund	2,120	27,619
Due to Ville de Montréal	9,759,131	1,083,675
Due to Board of Trade of Metropolitan Montreal	(358)	38,341
	9,239,122	1,543,717

### 10 Commitments

a) The Limited Partnership is committed under leases which expire in 2010 and 2011. The balance owing under those leases, including estimated operating expenses, amounts to \$1,745,412. Minimum payments required in each of the next years are as follows:

¢

	\$
2007	427,810
2008	433,974
2009	438,712
2010	386,193
2011	58,723

- b) The Limited Partnership is committed to the purchase of equipment in 2007 for the amount of \$1,401,275.
- c) The Limited Partnership is required to pay 70% of revenues, less property taxes, as rent for the parking lots leased from Ville de Montréal.

### 11 Financial instruments

### Fair value

The following information shows the fair value of the Limited Partnership's financial instruments where the fair value differs from the carrying value:

	Carrying amount \$	Fair value S
Financial liability – Debenture	16,000,000	19,105,600

The methods and assumptions used to estimate the fair value of each class of financial instruments are as follows:

- For financial instruments such as cash and cash equilalents, short-term investments, accounts receivable and accounts payable and accrued liabilities, the carrying values are equivalent to their fair values because of the short-term maturities of these financial instruments.
- The carrying value of the bridge loan, used in the form of a banker's acceptance, is equivalent to its fair value due to the floating interest rate on the debt.
- The fair value of the debenture is obtained from the financial institution of the Limited Partnership for identical or similar instruments.

### **12** Petition for class action

A petition has been filed requesting authorization to raise a class action against the Limited Partnership and Ville de Montréal. The claimant alleges that the new pay stations manage the allocated time of parking for the remaining time differently than the parking meters. The claimant is demanding compensatory and exemplary damages; the amount has not yet been determined. Management of the Limited Partnership has contested the petition, and the petition will be heard in March 2007. It is currently impossible to estimate the amount of the claim and to predict the outcome of this petition and, consequently, no provision has been recorded.

### Schedule of Operating Expenses

For the year ended December 31, 2006

	2006 \$	2005 \$
Salaries <sup>1</sup>	3,421,417	3,440,721
Payroll taxes <sup>1</sup>	843,183	948,579
External services	412,145	429,883
Leasing/maintenance of equipment and parking lots	1,204,069	1,549,735
Advertising, transportation and communications	418,453	371,173
Supplies	215,839	284,205
Administrative expenses of Ville de Montréal	114,941	102,808
Management fees of Accesum Inc.	63,194	62,518
Bank, money handling and credit card charges	359,606	155,391
Insurance	86,853	79,879
Other	31,125	25,039
	7,170,825	7,449,931

<sup>1</sup> Salaries and payroll taxes include amounts paid to Ville de Montréal in respect of the obligation under the concession contract to lease the services of Ville de Montréal employees whose duties relate directly to the management of parking, under conditions provided for in the collective agreement of Ville de Montréal.

To obtain additional copies of this financial report, please call us at 514 868-3731.

Pour obtenir un exemplaire français de ce rapport financier, veuillez nous contacter en composant le 514 868-3731.

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