

Annual report

2009-2010

Relationships need nurturing!



Our trustees

Eugène Bouchard, Guillaume Dubé,
Nicole Bertrand, Jean-François Gagné,
Annie Chouinard, Aurèle Doucet,
Daniel Huard, Sylvain Réhel
and Linda Cauvier.

Absent from photo

Daniel Desbois, Jean-Yves Abdelnour
and Bernard Stevens.

The annual general meeting allows us to present our activities for the past year, while revealing our action plan, in keeping with our mandate.

Despite the difficult economic context, our organization had an exceptional year investing in various businesses in our territory.

Our SADC contributed extensively to buy backs, new acquisitions and especially the start up of new businesses with important financial contributions. We have been pleasantly surprised by the quality and originality of some businesses that are stating up allowing the slow but sure realization of a sub-contracting network which is an indispensable element in the development and maintenance of manufacturing and service industries in our MRC.

More and more young promoters; our future, are on the prize list in developing original businesses; full of promise they are creating a new dynamic in our MRC.

Mentoring is becoming a possibility for any interested entrepreneur, increasing the survival chances for all new businesses or those in consolidation. This is the reason our organization depends more and more on this aspect and devotes so much time and energy to making it a priority.

So, the promoter and his workers as the case may be, is becoming more important and as critical to our team, as the financial aspect. Human resources, the relationships between or among members of an organization are the heart of it's development because, relationships need nurturing.

Finally, the information technologies and its driving force the Technocnetre has reached full speed ahead and has contributed to the establishment of new businesses assisting in this economic transition we are forced to work within and overcome.

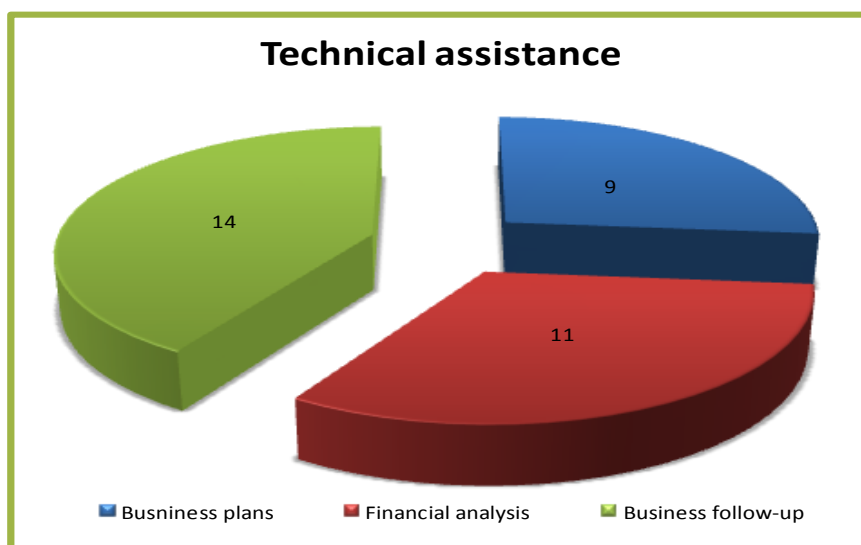
We must remember the importance of seizing the business opportunities presented to us as we exit this economic crisis. It is in this vein of possibilities that we will focus our attention and action as the Société d'aide au développement de la collectivité in the coming years.

Eugène Bouchard, President

Investment Funds

Financial contributions :

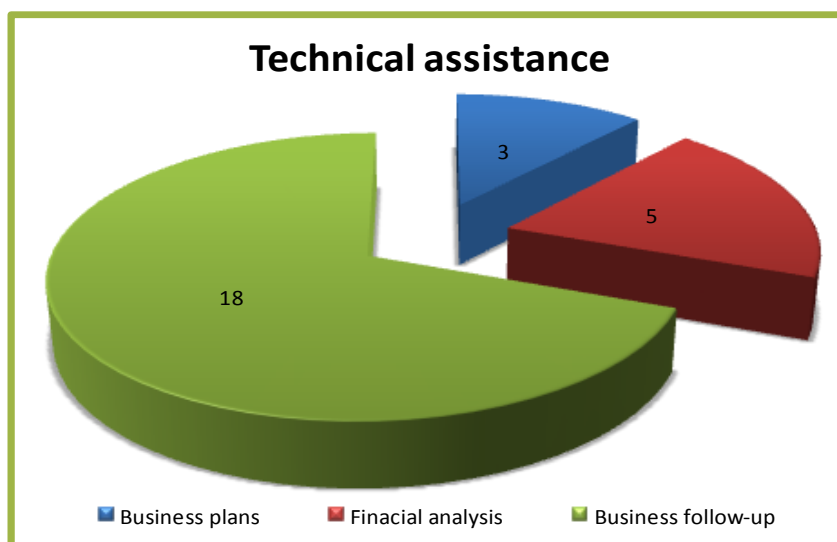
Authorized amount	462 292 \$	Sector :	Primary	0 %
Total investment	5 002 419 \$		Secondary	40 %
Jobs	137		Tertiary	60 %
Leverage effect	9,8	Investment since the beginning	3 551 872 \$	



Youth Strategy Program

Financial contributions :

Authorized amount	49 716 \$	Sector :	Primary	0 %
Total investments	779 322 \$		Secondary	40 %
Jobs	18		Tertiary	60 %
Leverage effect	14,7	Investment since the beginning	661 806 \$	



Local development

⇒ Special initiatives coordinated by the SADC Network « Local development projects realized by the SADC »

21 interventions (part 1 and 2) :

Mentoring for entrepreneurs	2 794 \$
JME Sport	170 \$
Soudure Jones	2 862 \$
Grande-Rivière Broderie Design	1 178 \$
Micro Brasserie Pit Caribou	388 \$
Escale Gaspésie	5 000 \$
Énergie Santé	1 286 \$
Soudure CMG	795 \$
San'Hy Consulte	2 792 \$
La petite Gaspésienne 2008	450 \$
Technocentre des technologies de l'information et des communications (TCTIC)	5 000 \$
Bio-Jardins Rocher-Percé	1 000 \$
Automobiles Mauger Ford inc.	5 000 \$
Matériaux 3C Itée	98 \$
Motel Chandler	3 595 \$
Les Ateliers Will Nicolas	1 250 \$
Fumoir Monsieur Émile	<u>1 520 \$</u>
	35 178 \$



⇒ Student job (mascot) 2 571 \$

⇒ Communications plan 4 000 \$

⇒ Special initiatives of the Society coordinated by Canada Economic Development
« Local development projects carried out by the third parties »

15 interventions (part 1 and 2) :

Table de développement socio-économique de Newport	1 000 \$
Table de concertation jeunesse	500 \$
Carrefour jeunesse emploi du Rocher-Percé	5 500 \$
Chambre de commerce du Rocher-Percé	7 500 \$
Corridor bleu 2010	671 \$
MRC du Rocher-Percé	500 \$
Place aux jeunes	1 000 \$
Coop jeunesse de services	1 000 \$
Concours « Une idée...Affaires »	750 \$
Agente de sensibilisation à l'entrepreneuriat jeunesse	500 \$
Corporation de la relance économique Port-Daniel-Gascons	1 000 \$
TDLG (La grande Traversée)	1 000 \$
Tourisme Anse-à-Beaufils	<u>1 289 \$</u>
	22 210 \$

⇒ SADC activities :

3 interventions :

Fumoir Monsieur Émile	989 \$
Tourisme Anse-à-Beaufils	1 211 \$
Micro Brasserie Pit Caribou	<u>774 \$</u>
	2 974 \$

Relationships need nurturing!

Project development

The SADC also focuses on business prospects in order to develop partnerships in priority activity sectors. This year three projects stand out in the SADC's targetted areas : forest, tourism and information and communication technologies (ICT).

Wood transformation project : The SADC took part in the elaboration of a wood transformation project in Saint-Thérèse-de-Gaspé.

Tourism : The SADC worked closely with Mr. Jean-Luc Tremblay in the elaboration of his Bourg de Pabos camping project

ICT : The SADC played a role in the implementation of the Technocentre information and communications technologies (TCICT) supporting the birth of ITC in the Gaspé and especially in the Rocher-Percé MRC.

The SADC also provided technical support for the organization, its operations and the development plans targeted by its Board of Directors.

The mentors 2009-2010



ANNETTE
BUJOLD
Head Mentor



GEORGES
MOLLOY



MAGELLA
BOUDREAU



JEAN-LOUIS
MAUGER



SUZIE
BEAUDIN

In light of the successful mentoring program the Fondation de l'entrepreneurship has decided to introduce the « Réseau M ». To do so our cell is being supported by a new Gaspé Magdalen Islands regional council ensuring the promotion of the mentoring service. 2009-2010 has been the best year to date in terms of requests for mentoring, with 11 applications.

Action plan 2010-2011

2010-2011 is the renewal year for the agreement with Economic Development Canada for the Quebec region.

The SADC Network has taken steps to renew contracts with all of its members and is hopeful that they will be for a 5 year period. This agreement will allow us to use the Regular Investment fund and the Youth Strategy to invest in businesses.

We will continue to support development in the traditional sectors while encouraging the diversification of innovation sectors such as renewable energy and information technology and communications.

Meanwhile our priority remains support to local entrepreneurs in business development and in the maintenance and accelerated creation of new jobs.

Thanks to the mentoring program and the local development funds from SADC Network – DEC, business managers are able to benefit from resources adapted to their needs. In the coming years we want to incite our businesses to become more innovative thereby increasing their share of the market.

We also support development organization initiatives including : the Technocentre des technologies de l'information et des communications (TCTIC), the Corporation de développement économique (CDÉ) of the Rocher-Percé MRC, the Office de tourisme du Rocher-Percé, the Table de développement économique de Newport, the Corporation de Relance économique de Port-Daniel-Gascons, the Maison de la Culture de Grande-Rivière, etc.

I would like to thank the Board of Directors, our mentoring team and especially the SADC personnel, Pauline, Maryse and Mario with whom it is such a pleasure to work with in the development of the MRC Rocher-Percé territory.

Andrée Roy, General Director

Targetted activity sectors

- ⇒ Transformation of marine products
- ⇒ Development of the renewable energy sector
- ⇒ Improvement of the tourist trade
- ⇒ Implementation of information technology and communication businesses
- ⇒ Support to the forestry sector

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Investment Funds

The SADC can make a financial investment of up to \$150,000 per business project.

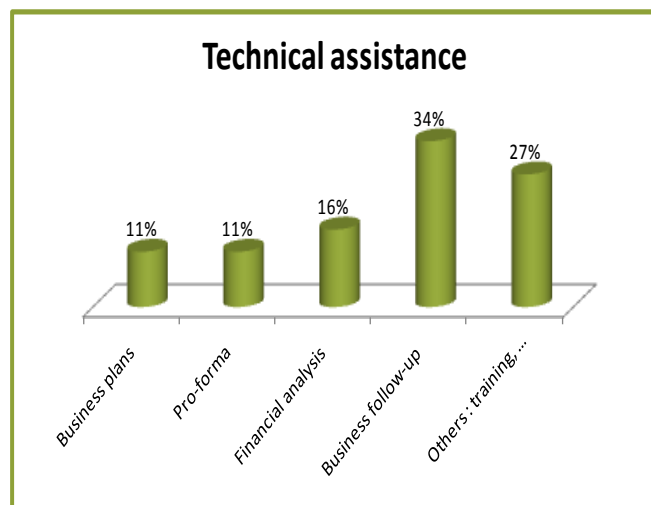
Objectives for the period of April 1st 2010 to March 31st 2011

Technical assistance :

Business plans	5
Pro-forma	5
Financial analysis	7
Business follow-up	15
Others : training, marketing, management committee	12

Total 44

Financial assistance : 250 000 \$



Youth Strategy Program

This fund is designated for a clientele up to 35 years old at \$15,000 per young entrepreneur up to a maximum of \$30,000 per project.

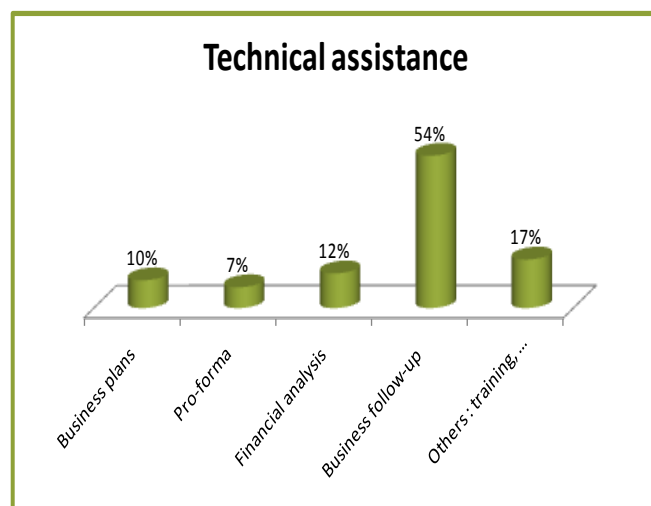
Objectives for the period of April 1st 2010 to March 31st 2011

Technical assistance :

Business plans	4
Pro-forma	3
Financial analysis	5
Business follow-up	22
Others : training, marketing, management committee	7

Total 41

Financial assistance : 75 000 \$



Local development

The SADC Network	20 interventions (Part 1 and 2)	36 000 \$
Canada Economic Development (CED)	18 interventions (Part 1 and 2)	22 000 \$
Total :		58 000 \$

Project Development Advisor

Sector	Mandates	Interventions	Results
Development of targetted activity sectors :	Colloborate with members of the Corporation de développeent économique (CDÉ) in the Rocher-Percé territory.	⇒ Participate in development activities of target sectors. ⇒ Prepare for and welcome investors from foreign countries into the MRC of Rocher-Percé.	⇒ Support activities in the information and communications technologies sector. ⇒ Participate in a fisheries sector activity. ⇒ Prepare the plan for a new activity sector consisting of renewable energy.
Economic development :	Support the committes working in the target activity sectors of the SADC and surrounding area.	⇒ Support the fisheries sector. ⇒ Support the renewable energy sectors. ⇒ Support the ICT sectors. ⇒ Improve the tourist trade.	⇒ Participate in work committees for the TCITC and represent the SADC on its Board of Directors. ⇒ Support CDE activities. ⇒ Colloborate extensively with Grand Rivers Halieutec. ⇒ Cooperate with the Rocher-Percé Tourism Office. ⇒ Colloborate with development tables for the territory.
Support to anglophone communities :	Represent the SADC du Rocher-Percé in the Anglophpe community.	⇒ Participate in activities which may increase the SADC's visibility in the Anglophone community.	⇒ Collororate closely with the Commynity Economic Development and Employability Committee (CEDEC). ⇒ Ensure that all communications ar translated into both official languages.

The personnel



ANDRÉE ROY
General Director



MARIO CYR
Youth Advisor



PAULINE BOULAY
Administrative Assistant



NADIA-KARINA MINASSIAN
Project Development Advisor



MARYSE LELIÈVRE
Business Advisor

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Operations budget

	Funds SADC operations	Funds Youth Strategy operations
Wages	199 999 \$	39 784 \$
Social benefits	38 000 \$	7 559 \$
Sub-total	237 999 \$	47 343 \$
Travel and trips	12 000 \$	1 800 \$
Entertainment expenses	2 000 \$	0 \$
Meeting costs	6 500 \$	0 \$
Rent	13 740 \$	6 900 \$
Insurance	2 128 \$	2 000 \$
Telephone and Postal	3 600 \$	2 472 \$
Office expenses	6 360 \$	4 400 \$
Courses, training, conventions	8 500 \$	1 527 \$
Maintenance	2 100 \$	2 400 \$
Dues, membership, fees	1 461 \$	1 000 \$
Publicity	2 250 \$	1 500 \$
Auditor's fees	3 500 \$	2 000 \$
Bank fees	1 020 \$	0 \$
Municipal taxes	1 372 \$	0 \$
Activities	13 831 \$	8 658 \$
Immovables	0 \$	0 \$
TOTAL	318 361 \$	82 000 \$

DÉC appuie financièrement la SADC du Rocher-Percé
CED partner of SADC du Rocher-Percé



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