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ANNUAL REPORT

SADC

Société
d'aide au développement
de la collectivité

ROCHER-PERCÉ



17

INNOVATE
FOR A

BETTER

ECONOMY



A WORD FROM THE PRESIDENT

As president for my first year 2016-2017, I am proud to receive you today. Our theme for this year is innovate to ensure a better economy in our MRC of Rocher-Percé. I will leave it to the Director General and her team to elaborate on our achievements which of themselves will allow you to see how efficient our small staff can be. I will concentrate on the theme « INNOVATE ».



Aurèle Doucet

My understanding of INNOVATE is : to see tomorrow in a different way, in this way we cross the line and enter into the camp of innovators. It means using new procedures, new technologies, new products, and organizational change, etc. To help with these numerous innovations, there are professionals in all economic sectors who have the necessary knowledge. However, on the other hand, there is one central element that can hinder or slow down the process and in many cases put a stop to projects and the survival of the economy. It is we; the human. You may say; Enough of philosophising, so let us look at some practical cases that were accomplished a little step at a time.

This year the executive committee for our SADC started using tools like DROPBOX so that executive members can share information in complete security, and thus become more efficient in making decisions. In Communication and information technology, an innovative project was put in place called Start Up: a group of young enterprises and some having a strong potential for growth, will be accompanied to install or improve communication and information technology tools. Among the Support for Small business Initiative (SAPE), five projects were completed, of which three are transactional sites and two are succession projects. I must also point out that Nova Lumina and the Geopark are very modern innovative projects.

In the bigger picture, we have here at home Cement McInnis who is using cutting edge technologies that are among the most modern in the world and very accountable from the environmental standpoint in North America if not in the whole world.

In ending, I would like us as a community to ask the following question: what would prevent our MRC from being the Center for regional reference in innovation.

I could go on and on concerning Innovation but it is now time to pass on to our report and a detailed presentation of our 2016-2017 results.

ENGAGED VOLUNTEERS

Mission : Stimulate community participation in MRC of Rocher-Percé to take charge of our future in a sustainable development optic.

Vision : The SADC aims to be a major resource for businesses in search of solutions, thus contributing to the dynamic sustainable economy of the community.

Values : Integrity, objectivity, autonomy, respect, collaboration and partnership, creativity and accountability.

BORD OF DIRECTORS 2016 - 2017

- 12** Executive commitee **1** Annual General Meeting
8 Board of Directors Meeting **2** Special General Meeting



Left to right: Bernard Stevens, Daniel Huard, Aurèle Doucet, Mathieu Quirion, Nicole Bertrand, Édith Arbour, Daniel Desbois, Eugène Bouchard, Michel Gionest, Linda Cauvier and Jean-Yves Abdelnour. Absent from photo : Jean-François Gagné and Sylvain Réhel.

Mentoring for Entrepreneurs

Mentoring for business is...

A free accompaniment relation, based on confidence and mutual respect. In this privileged relationship a person with a very great experience has a desire to share his/her entrepreneurial skills by accompanying an entrepreneur to help develop entrepreneur know-how.

Source: Network M – Mentoring network for entrepreneurship of the Entrepreneurship Foundation.

Advantages of mentoring for the new entrepreneur:

- ✓ Avoid costly mistakes;
- ✓ Benefit from a network of contacts;
- ✓ Clarify objectives;
- ✓ Increase chances for success.



Left to right : Jocelyn Tennier, Jean-Yves Abdelnour, Linda Desjardins and Gérard Moreau.
Absent from photo : Suzie Beaudin, chief-mentor.

ACTIVITY REPORT 2016-2017

Investment Funds

Total investments realized **\$1,167,054.00** within **29** businesses for economic returns of **\$5,552,829.00** contributing to the creation or retention of **373** jobs.

	REGULAR FUND	YOUTH STRATEGY FUND
Applications received	18	15
Applications authorized	16	13
Investments realised	\$860 649	\$306 405
Investments generated	\$3 476 774	\$2 076 055
Leverage effect	4,18	6,78
Jobs created or retained	233	140

ACTIVITY REPORT 2016-2017

Investments

Evolution of investments over the last **5** years.



Portfolio Total March 31 2017 :

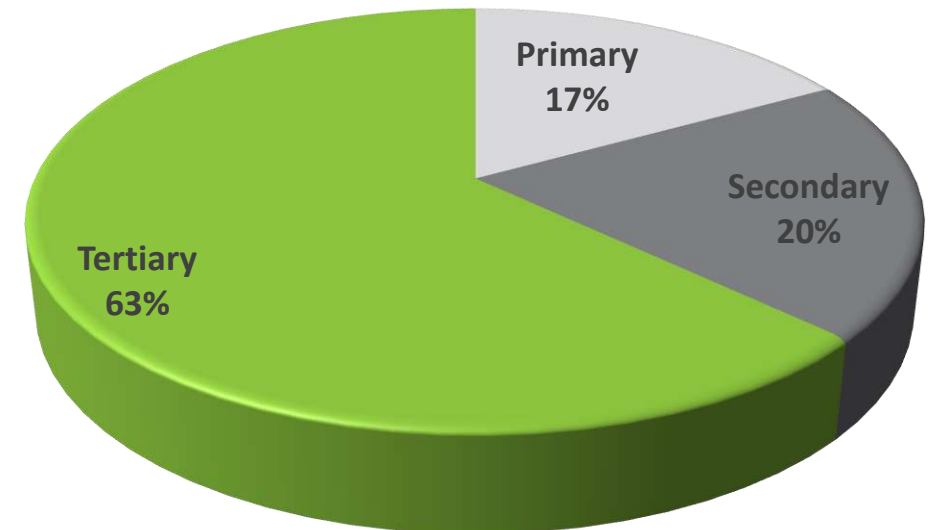
\$3 069 700.00

ACTIVITY REPORT 2016-2017

Investment funds

	FINANCING	NUMBER OF BUSINESSES
Start-up	\$104,904.00	3
Expansion	\$906,855.00	22
Recovery	\$80,000.00	1
Acquisition	\$75,295.00	3
Total	<hr/> \$1,167,054.00	<hr/> 29

Distribution of loans according to activity sector for Regular and Youth Strategy Funds as of March 31 2017



LOCAL DEVELOPMENT

Special initiatives co-ordinated by SADC and CAE Network

« Local development projects realized by an SADC » : **17** interventions

Businesses :

Marché Nicolas	\$1,696.00
L'expérience Robinson	\$360.00
Énergie Santé	\$800.00
Duguay Sanitaire	\$443.00
Usine d'asphalte Leblanc	\$4,385.00
Maison Pure-Thé	\$225.00
Imprimerie des Anses	\$2,260.00
Beaudin assurances et services financiers	\$3,500.00
Océan Marine	\$1,997.00



LOCAL DEVELOPMENT



San'HyPro
Des solutions d'hygiène
et de salubrité



Organisations :

Office de Tourisme du Rocher-Percé	\$2,450.00
Le Grand Défi : Bâtir ma région – CJE	\$1,200.00
Site Mary Travers dite « La Bolduc »	\$4,000.00
Bourg de Pabos	\$793.00

Total :

\$24,109.00

SADC operations funds : 12 interventions

Businesses :

Duguay Sanitaire	\$881.00
San'Hy Consulte	\$2,020.00

LOCAL DEVELOPMENT

Organisations :

Symposium de peinture du Week-end des Arts	\$1,000.00
Office de Tourisme du Rocher-Percé	\$3,000.00
Chambre de commerce du Rocher-Percé	\$7,500.00
Circuit motoneige Gaspésie	\$500.00
Place aux jeunes – CJE	\$1,000.00
Concours québécois en entrepreneuriat	\$200.00
Mentorat	\$4,386.00

Total :

\$20,487.00

Special initiatives co-ordinated by Economic Development Canada « Local economic development projects : A professional resource.

\$22,000.00



RURAL DEVELOPMENT



Initiatives to support small businesses co-ordinated by SADC and CAE Network « Pilot projects » : **5** interventions that allowed for support to businesses in the following sectors :

Clean Technology and Sustainable Development, Innovation, Integration of Information Technology and Succession.

Businesses :

Imprimerie des Anses	\$4,875.00
Ébénisterie Lapierre	\$2,723.00
Laurier Hamilton et fils ltée	\$5,000.00
Sertek informatique	\$4,175.00

Total :

\$16,773.00

STUDENT EMPLOYMENT AND WORK

✓ Industry Canada « Youth Work training »	\$12,131.00
✓ Student Employment « Office Clerk »	\$6,905.00
✓ Fourire	\$2,985.00

Total: **\$22,021.00**



*Léon Harbourn,
Youth Work training*



*Christina Langlois-
Arbourn, student*



*Kim Albert,
student*



*Fourire,
student*

Investment in **14** enterprises, **15** development projects, **1**
professional resource and also **3** work-training/student
employment for a total of :

Grand total investment in the community:

\$105,390.00

\$1,272,444.00

PROJECT DEVELOPMENT

This year the SADC supported many projects specifically in the following niche sectors :

Tourism : The SADC worked in collaboration with the CDE to improve the illuminated trail « Nova Lumina » for the Summer season 2017.

CIT/TIC : The SADC worked in collaboration with the Technocentre for Communication and Information technologies on a pilot project to accompany startups and businesses, with a strong potential for success, in the frame work of the Quebec Action Plan for Digital Economy.

Cement Plant : The SADC provided thenical and financial support, in collaboration with other partners, to set up the committee to maximize the economic returns of the Port-Daniel-Gascons cement plant.



REQUIREMENTS WITH REGARD TO OFFICIAL LANGUAGES

The SADC must offer services in both official languages and serve the Anglophone community.

Communication tools

- | | |
|--|------------|
| ✓ Publication : SPEC and Fou de Bassan | \$2,192.00 |
| ✓ Promotional tools : Tourist guide, Entrepreneur Route, Roll up Youth Strategy | \$3,928.00 |

Bilingual Service

- | | |
|-----------------------------|----------|
| ✓ Documentation translation | \$680.00 |
|-----------------------------|----------|

Other

- | | |
|---|--------------------|
| ✓ Agreement with CEDEC : Activities for Anglophone Community in SADC territory in MRC Rocher-Percé | \$8,200.00 |
| | \$15,000.00 |

2017

SADC

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ACTION PLAN

2018

INNOVATE

A WORD FROM THE DIRECTOR GENERAL

The 2016 – 2017 year was very good for business investments. Our objective was \$900,000.00 in investments, but we actually authorized \$1,167,054.00 in loans to our business enterprises. In the folio, Development Projects Supported by the SADC, I must underline the opening of Nova Lumina and Geoparc, that have created thirty new jobs in our MRC. I am very proud of my team, who have once again surpassed themselves. Thank you Pauline, Kim and Si Pin for the good work accomplished.



The theme for this year's AGM is « Innovate for a better economy ». Therefore in 2017-2018 we will pay particular attention to business and development projects, that integrate new technology, communication and information technology, clean technology and sustainable development.

If we aim to live well, instead of just trying to survive, we must adapt to big changes like digital economy.

Andrée Roy

Our SADC does not work alone. Our staff has developed a very good work network of partners in financial institutions, federal and provincial departments, and community organizations, that allow us to serve our business clientele and support community initiatives.

In ending, I want to thank our volunteers, beginning with Board members, and mentors and all those who serve on SADC committees. Each and everyone make a big contribution to our community.

INNOVATE
FOR A

BETTER



ECONOMY

INVESTMENT FUNDS

REGULAR FUND : The SADC can participate financially up to **\$150,000.00** per business project.

YOUTH STRATEGY FUND : This fund allows for **\$25,000.00** per young entrepreneur and up to **\$50,000.00** per project. This fund is specific to persons under **40** years of age.

	REGULAR FUND	YOUTH STRATEGY
Objectives :		
Number of applications	12	10
Investment	\$900,000,00	\$200,000.00

LOCAL DEVELOPMENT FUND

LOCAL DEVELOPMENT NETWORK : **15** interventions in business and local project development for a total of **\$34,000.00**.

SADC OPERATIONS FUND ACTIVITIES : **10** interventions in business and local development projects for a total of **\$13,860.00**.

CED LOCAL DEVELOPMENT : a professional resource for a total of **\$22,000.00**.

SUPPORT INITIATIVES FOR SMALL BUSINESS : **4** interventions in business and innovation projects « Startups and Businesses with strong potential for succes » for a total of **\$24,000.00**.

PROJECT DEVELOPMENT

The SADC helps, supports and promotes initiatives that ensures community development. Initiatives specifically targeted for 2017-2018 are :

- ✓ Communication and information technologies (CIT) : The SADC will support activities that promote integration of technologies in business enterprises and organizations within the MRC of Rocher-Percé territory. Our organization will participate with the TCTIC in the follow-up committee overseeing Startups and Enterprises with strong growth potential.
- ✓ Tourism : The SADC will support the implementation of recreo-tourism projects within MRC territory, especially attractions that integrate digital technology to their experience. Our organization will ensure the follow-up project of the linear Garden that is planned to be built by the City Chandler on the Circuit des Bâtisseurs.
- ✓ Sustainable development : The SADC will support the undertaking of sustainable development projects.

TARGETTED ACTIVITY SECTORS

- ✓ Development and implementation of technology enterprises
- ✓ Forestry sector support
- ✓ Increased investment in tertiary sector
- ✓ Improvement in Tourism product
- ✓ Marine products processing



A DEVOTED STAFF



Left to right :

Kim Duffy, Business advisor and responsible for Youth Strategy

Andrée Roy, Director general

Si Pin Zeng, Business advisor and Mentoring coordinator

Christina Langlois-Arbour, Student

Pauline Boulay, Office clerk

Kim Albert, Student

OPERATIONS BUDGET 2017-2018

ECONOMIC DEVELOPMENT CANADA - PDC

SADC	\$340,362.00
Youth Strategy	\$60,000.00
Local Development	\$22,000.00
Official Languages Act	<u>\$15,000.00</u>
	\$437,362.00

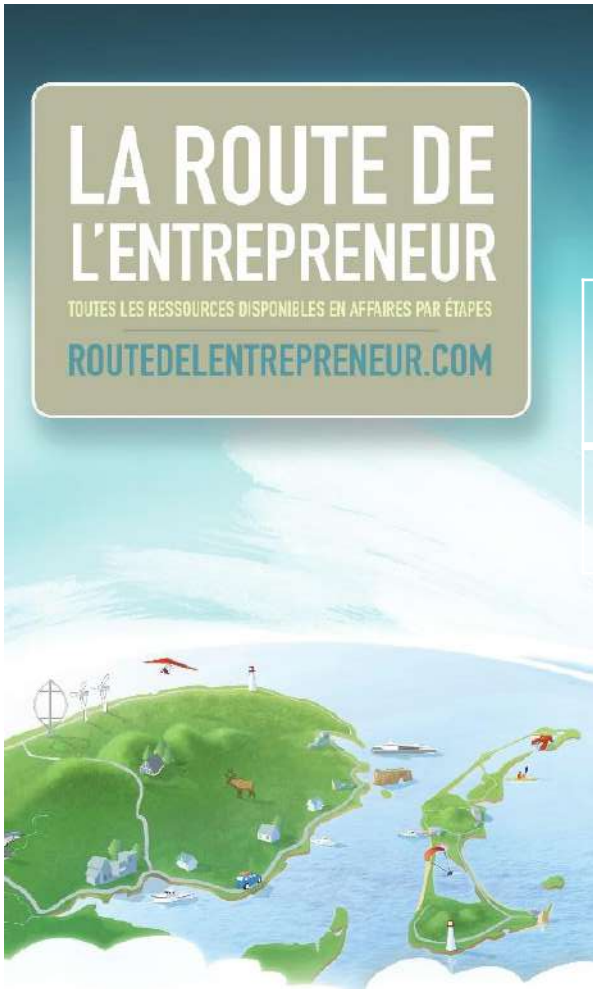
SADC ET CAE NETWORK

Students	\$6,000.00
Local Development	\$28,000.00
Support for Small businesses (SAPE)	<u>\$24,000.00</u>
	\$58,000.00

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Pour trouver, à chacune des étapes,
les ressources d'accompagnement
près de chez vous, visitez le

WWW.ROUTEDEL'ENTREPRENEUR.COM

English version available

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ECONOMY

Canada

Développement économique Canada pour les régions du Québec
appuie financièrement la SADC