

SADC DU
ROCHER-
PERCÉ

Annual report

Rapport
annuel

2019

2020



A MESSAGE FROM THE CHAIR

In my capacity as Chair of the Board of Directors of the SADC du Rocher-Percé, I am pleased to be able to speak to you virtually today about the principal challenges of the past year and our prospects for the future in the context of a pandemic (COVID).

To better predict the future, it is often useful to look at the past and identify the forces that have shaped the current reality. So, I'd like to take a brief look at the past year and at our projections for the future, to ensure that our organisation remains at the forefront when it comes to business support.



From an organisational point of view, the past year has been particularly eventful. Even though there have been a number of changes at senior management level, all issues have been dealt with diligently and competently; young people have stepped up to the plate and given us a new administrative flavour. Alongside these changes came the COVID-19 pandemic. This will fundamentally change the way we approach our development!!!

This harsh reality has been particularly difficult for many small businesses in our RCM. As elsewhere, they have had to set priorities and survive economically in a context of unprecedented uncertainty. Even today, projecting ourselves into the future is risky because the pandemic-related uncertainty is still omnipresent.

Like everyone else, we have had to adjust and assume our responsibilities while respecting health regulations. Although the pandemic was a tragedy beyond measure, with the support of our main partner, Canada Economic Development (CED), we were able to respond and, more particularly, to manage a measure dedicated to businesses, mainly those suffering collateral damage from COVID. The venture was a success and a comfort to our enterprises.

To counter the undesirable effects of external inputs, the Board of Directors, general management and all staff will have to look ahead and be daring. We need to be strategic in our actions and relevant in our decisions.

The Board of Directors is in tune with the times, dynamic and responsible. Harmonious development for all will have to be part of our organisation's culture and our main preoccupation. We must be at the forefront of dynamic, post-pandemic change. We must always think and act in line with the primary interests of our businesses and our development.

In fact, our main challenge will be to ensure that we remain at the forefront of business support in our RCM. The exercise is made all the easier by the fact that we don't need to go back in time at all. We can see now what's happening in the region and how fortunate we are to live in Gaspésie.

The actions of the coming year will have to be inspired by the past, of course, but above all by the ability of our

staff and board of directors to always see further ahead by setting the example on the regional scene as trailblazers in the service of development undertakings.

OUR COMMITTED VOLUNTEERS



BOARD OF DIRECTORS

First row: Aurèle Doucet, Édith Arbour, and Linda Cauvier

Second row: Michel Gionest, Lianne Dallaire and Daniel Desbois

Third row: Mathieu Quirion, Sylvain Réhel and Sébastien Daignault

Fourth row: Isabelle Jalbert, Henri Grenier, and Jean-Yves Abdelnour

Absent: Steve LaFontaine

MEETINGS

11 Executive committee

1 Annual General Meeting

8 Board of Directors

The members of the Board of Directors and the representatives on the various committees managed by the

SADC provided **600** hours of volunteer work in 2019-2020.

2019-2020 STAFF



From left to right

First row: Andrée Roy – General Manager, Si Pin Zeng – Business Advisor and Lisa-Ann Clark – Administrative and Accounting Clerk

Second row: Alexandre Ferguson Lagacé – Business Advisor, Roxane Berger – Business Advisor and Éliisa Lelièvre, student

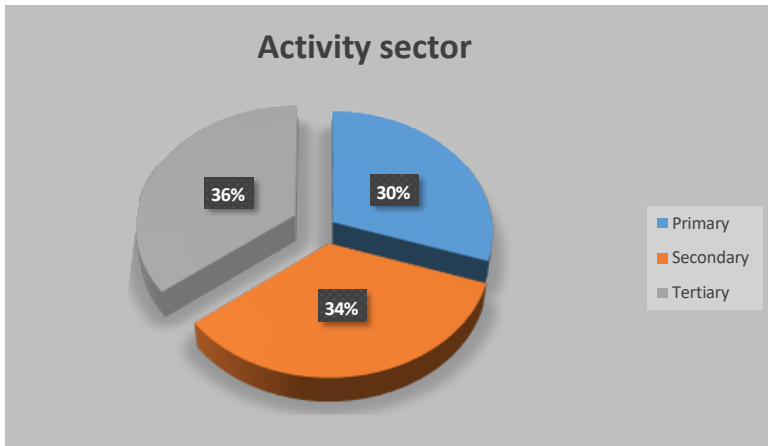
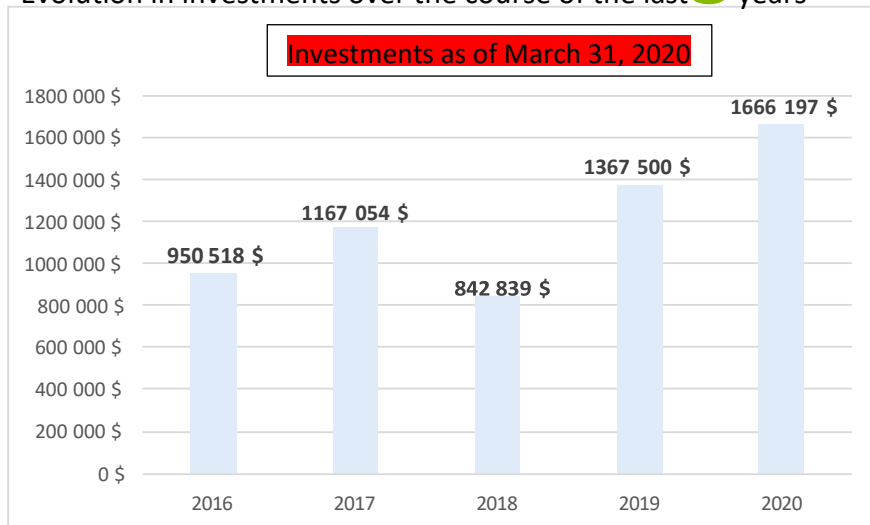
2019-2020 ACHIEVEMENTS

INVESTMENT FUND : Investments totalling **\$1,666,197** were authorised for **26** enterprises generating spin-offs of **\$8,166,062** and helping to create or maintain **XX**

jobs.

	REGULAR FUND	YOUTH STRATEGY
Applications received	16	10
Applications authorised	16	10
Investments	\$1,386,766	\$279,431
Further investments generated	\$5,251,631	\$2,914,431
Leverage effect	3.79	10.43
Jobs created and maintained	161	30
	FINANCING	NUMBER OF ENTERPRISES
Start-up	\$506,174	10
Expansion	\$560,878	6
Acquisition and succession	<u>\$ 599,144</u>	<u>10</u>
Total	\$1,666,197	26

Evolution in investments over the course of the last **5** years

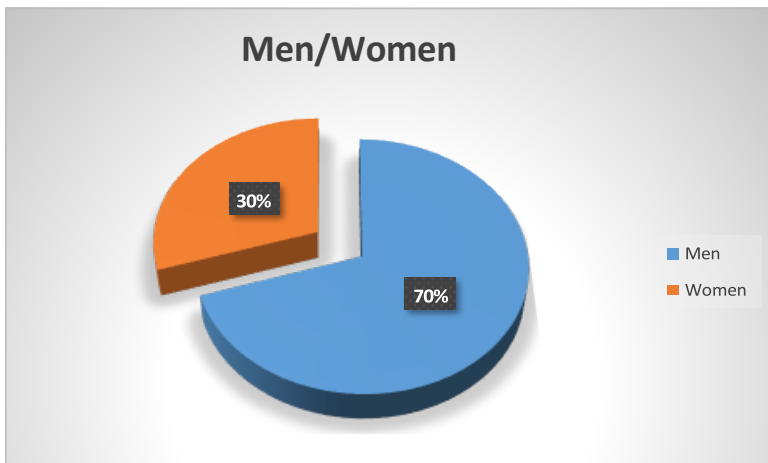


Primary	\$501,743
Secondary	\$572,944
Tertiary	\$591,509
Total	\$1,666,196

BREAKDOWN OF INVESTMENT PORTFOLIOS AS OF MARCH 31, 2020

Number of loans **109**

Number of enterprises **68**



Men	70%
Women	30%

PORTFOLIO TOTAL AS OF MARCH 31, 2020

\$3,654,359

LOCAL INTERVENTION MEASURE

Initiatives to support small enterprises coordinated by the SADC CAE network: **12** actions serving to support

enterprises in the following fields: Clean energy and sustainable development

Enterprises

Trésors cachés de la Gaspésie	\$2,000
Atelier Royal Rustik	\$931

Organisations

Symposium	\$1,000
Ultra-trail gaspésien	\$1,000
CDE Grande-Rivière	\$5,374
CJE—Place aux jeunes	\$1,000
La Vieille Usine	\$3,000
Rendez-vous régional	\$1,000
Les Percéides	\$10,000
Le Géoparc	\$12,000
Bourg de Pabos	\$3,255
Tourisme et Commerce Rocher-Percé	\$5,000

Total **\$45,560**



LOCAL DEVELOPMENT

SADC operating fund activities: **17** actions involving organisations and enterprises

Enterprises

TCTIC	\$500
La Grande Exposition	\$1,000
Tourisme et Commerce Rocher-Percé	\$3,000
Sub total:	\$3,500

Organisations

La Société secrète	\$850
Marché Blais	\$775
Clinique podiatre	\$5,000
Micro Brasseur/assembleur	\$2,375
Sertek informatique	\$5,000
Marché Nicolas	\$449
Pêcheries Michel Syvrais inc.	\$5,000
Boutique Ariane Turbide	\$3,768
Automobiles Mauger Fort	\$3,000
Mich Café	\$1,431
Atelier Royal Rustik	\$3,113
Motel Fraser	\$3,750
San'Hy Pro	\$4,817
Sub total:	\$39,553
Total	\$44,053



Special initiatives coordinated by Canada Economic Development <i>Local economic development projects</i> (a professional resource):	\$44,053
Student job—Administrative support	\$6,197
SADC operating fund activities:	\$46,638

Investments in **12** enterprises, **3** development projects,
1 professional resource and **1** student job, for a total of:

\$96,888

The SADC must offer its services in both official languages and serve the English-speaking community.

Publications (SPEC)	\$507
Rural project	\$7,524
CASA	\$6,800

For a total of: **\$14,831**

MESSAGE FROM THE INTERIM GENERAL MANAGER

The challenge is great. The year 2020-2021 will be remembered as one of enormous upheaval, with the arrival of the Covid-19 pandemic. The way we manage our business is undoubtedly influenced by this new context, and more than ever, we need to respond to the needs of local entrepreneurs and organisations. They need us to be there, providing financial, technical and moral support.

Our financial year got off to a flying start. As early as April, substantial additional sums were allocated to SADCs via the FARR program, to meet the urgent needs of businesses. In five months, more than \$958,873 has been disbursed, through the financial analysis and processing of over 34 files. Alexandre, Vann-Sovy and Lisa-Ann did an exceptional job.



Pascale Allain,
Interim General Manager

Our region's entrepreneurs have worked extremely hard to adapt to these changes. As a community partner, the SADC du Rocher-Percé set up a Health Fund to help businesses meet the costs of hygiene measures. This proactive program has been much appreciated.

As the new interim director of the SADC du Rocher-Percé, my approach will be one of continuity with what was achieved by Andrée Roy. I've made her action plan my own, and we'll continue to support the development projects of local businesses and organisations, as we have done for over 30 years.

I would also like to underline the exceptional contribution of our Board of Directors and Executive Committee, who are extremely busy, to say the least! They are very effective in managing all the challenges that arise, so that as a team we can respond rapidly to the needs of the community.

Now that summer is over, we're fortunate in Rocher-Percé to have had an exceptional tourist season, and despite the adaptation-related challenges encountered, we did not experience any major collateral consequences in terms of public health. We also had a successful fishing season, even though we experienced great uncertainty in this regard in the spring. On these positive notes, I wish us every success for 2020-2021.

LOCAL DEVELOPMENT

CED LOCAL DEVELOPMENT: Funding to employ a professional resource at the SADC, a total investment of

\$46,638.

FARRATDEL: \$91,791 to support local economic development projects and provide technical assistance to enterprises to help them deal with the COVID-19 crisis.

TARGETED ACTIVITY SECTORS

- Establishment and development of technology-based enterprises
- Support for the forestry sector
- More involvement in the tertiary sector
- Improvement of the tourism offer
- Marine product processing



2020-2021 OPERATING BUDGETS

Canada Economic Development

SADC	\$347,169
Youth Strategy	\$61,200
Local development	\$46,638
Official Languages Act	\$15,000
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	\$470,007

SADC and CAE network

Local initiative measure	\$40,000
FARRATDEL	\$91,791
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	\$131,791

STAFF



From left to right

- Pascale Allain, Interim General Manager
- Roxane Berger, Business Advisor
- Vann Sovy Phlek, Business Advisor
- Dominic Gaudreault Reid, Business Advisor
- Absent: Marthe Larocque, Administrative Assistant

TO REACH US

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Canada Economic Development for Quebec Regions
supports the SADC financially.



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