

2023–2024 ANNUAL REPORT

SADC du Rocher-Percé



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Mission

Provide ongoing support and financing to businesses and organizations in the Rocher-Percé RCM, boosting the community's economic growth.



Vision

Leverage our support model to drive our clients' projects and growth.



Values

Accomplishment, authenticity, listening, team spirit, growth in change.

Chairman's Remarks



Aurèle Doucet

As always, it is an honour and a privilege to witness the productive and enthusiastic team at the heart of the SADC du Rocher-Percé. We have an excellent reputation with program managers, government departments and ministries, and social and economic partners who never hesitate to support our projects and encourage us to pitch to them.

In 2023–2024, our CED financing was renewed. As a member of the SADC-CAE Network steering committee for negotiations, I was personally involved in the renewal process. I invested the time and energy required to achieve the best possible results. We are pleased to announce that we have secured five more years of financing, and would like to extend our thanks and recognition to Canada Economic Development for their trust and support in the SADC and CAE.

The team can count on my colleagues on the Board of Directors, and I would like to thank them personally. Their contributions and valued expertise play an integral role in the organization's success and accomplishments for our community.

I will now hand over to our Executive Director, Marise Lelièvre, who will take you through the last year of activities. I am sure you will notice just how much this SADC influences change in our RCM.

Executive Director's Remarks



Marise Lelièvre

Time flies when you're surrounded by people with the same passion and dedication as you have for a mission. Thank you, I am proud to work with you all, our team is the basis of our success. To draw a line under our most recent strategic planning, the team has worked together to define our updated values, which now shape our interactions and collaborations.

Once again this year, we have invested close to \$800,000 in 17 local businesses through our two main funds. Ninety-five percent of clients (37/39) who received financing through the Regional Relief and Recovery Fund (RRRF) since the pandemic, repaid their loan in full before the deadline on March 28, 2024, and benefited from a partial write-off for early repayment (\$290,468).

As always, we strive to keep abreast of our clientele's needs, and this year noticed a significant increase in takeovers in the fishery sector. As such, we have implemented a new support model specifically catering to the fishery sector. I told you that the mentoring cell would surprise you this year, and true to my word, we launched a new group mentoring program. These two initiatives fall under our local development business line.

Again this year, we were granted redistributions from the SADC and CAE Network, for the Mesures d'Interventions Locales (MIL) and Virage Vert programs. We can and do make a difference! In fact, 20 participants received support through the 101 Project, and 30 participated in online training sessions with Skills in Action. I would like to extend my thanks to our partners for making this possible.

2024–2025, we're coming at you with revised internal policies! Team, I hope you're ready!

2023–2024 Results

Financing

Investment Fund

Youth Strategy Fund

Loans

\$647,351

\$126,000

Technical Assistance

CF - Contributions - TA

Virage Vert

Contributions

\$13,392

\$43,356

Local Development

Mesures d'Interventions

Locales (MIL)

Virage Vert

Contributions

\$44,213

\$34,386

\$773,351

in business investment

\$56,748

invested in technical assistance

\$78,599

invested in local development

Annual investment totalling

\$908,698



Financing – Investment Fund

The SADC's Investment Fund fosters the creation, maintenance and development of job opportunities through complementary financial assistance in the form of loans reaching up to \$300,000.

11

loans granted to

11

businesses.

Creating and maintaining

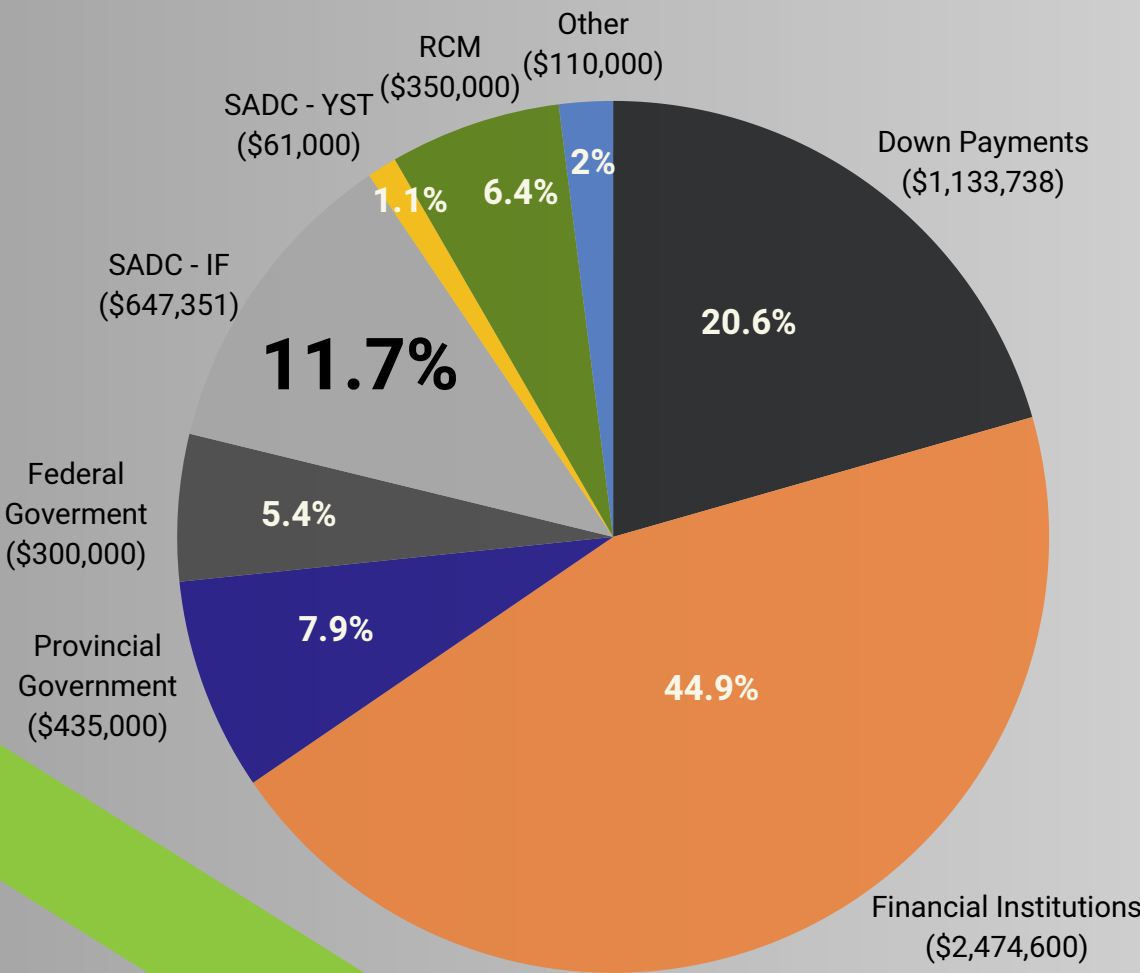
110

job opportunities.



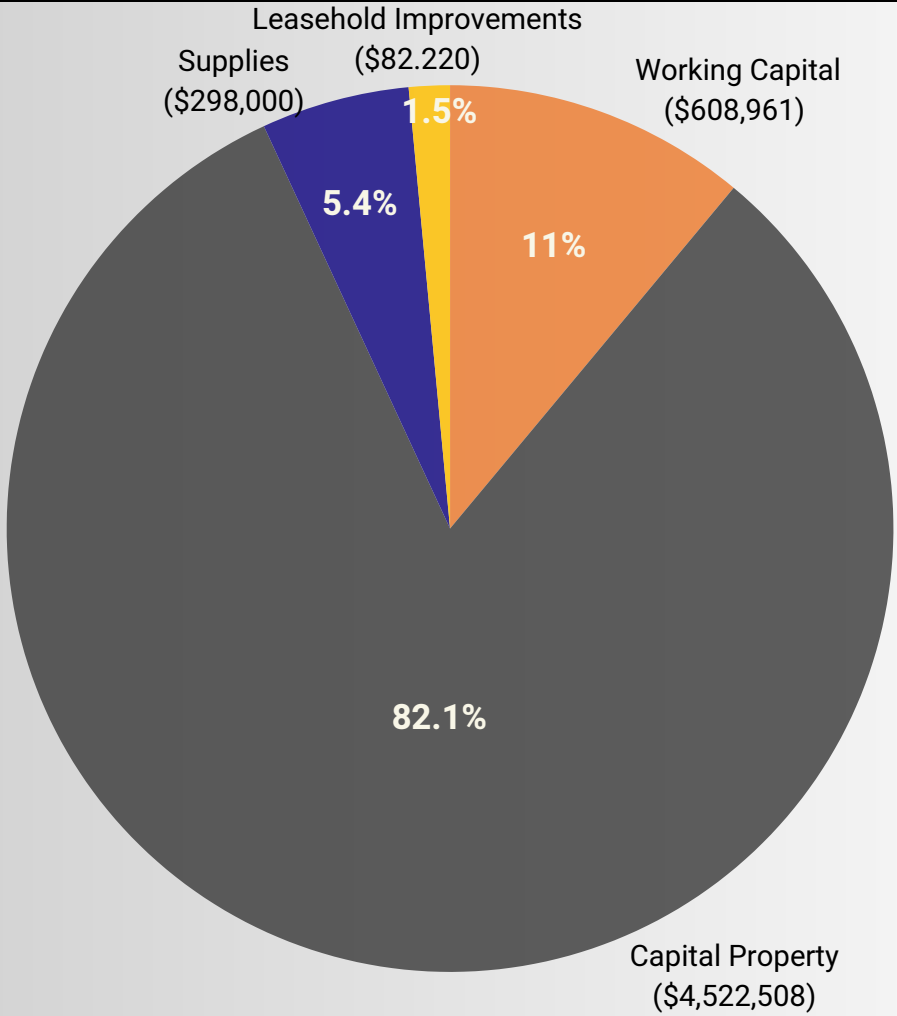
A total of **\$647,351** was invested in businesses across the SADC's territory.

Investment Leverage Effect



Business investment surpassing **\$5.5 million** across the RCM du Rocher-Percé.

Total Detailed Project Costs



Financing — Youth Strategy Fund

The SADC'S Youth Strategy Fund fosters the acquisition, start-up, expansion and modernization of businesses. The fund is available to those aged **18–39** in the form of personal loans between **\$5,000** and **\$25,000**.

6

loans granted to

6

businesses.

Creating and maintaining

95

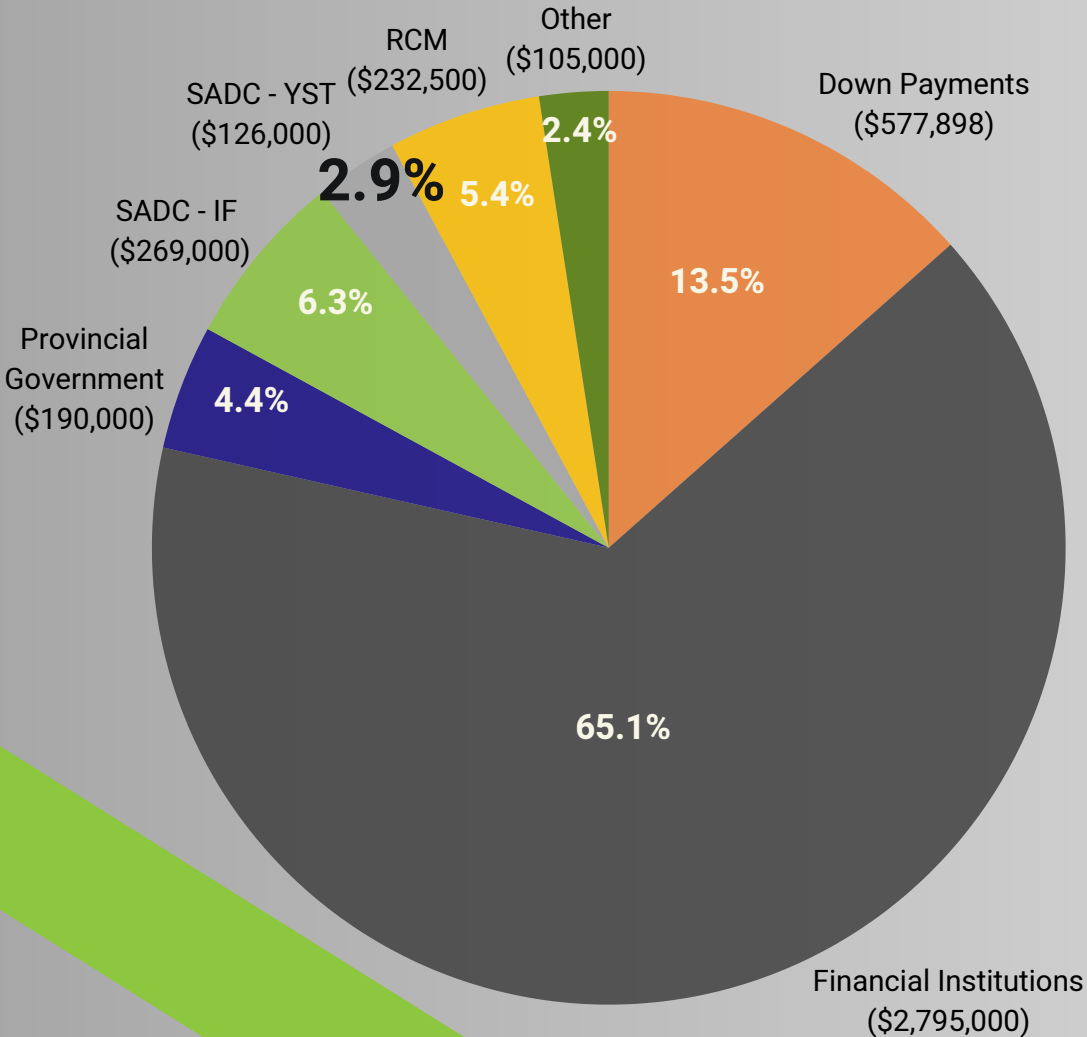
job opportunities.



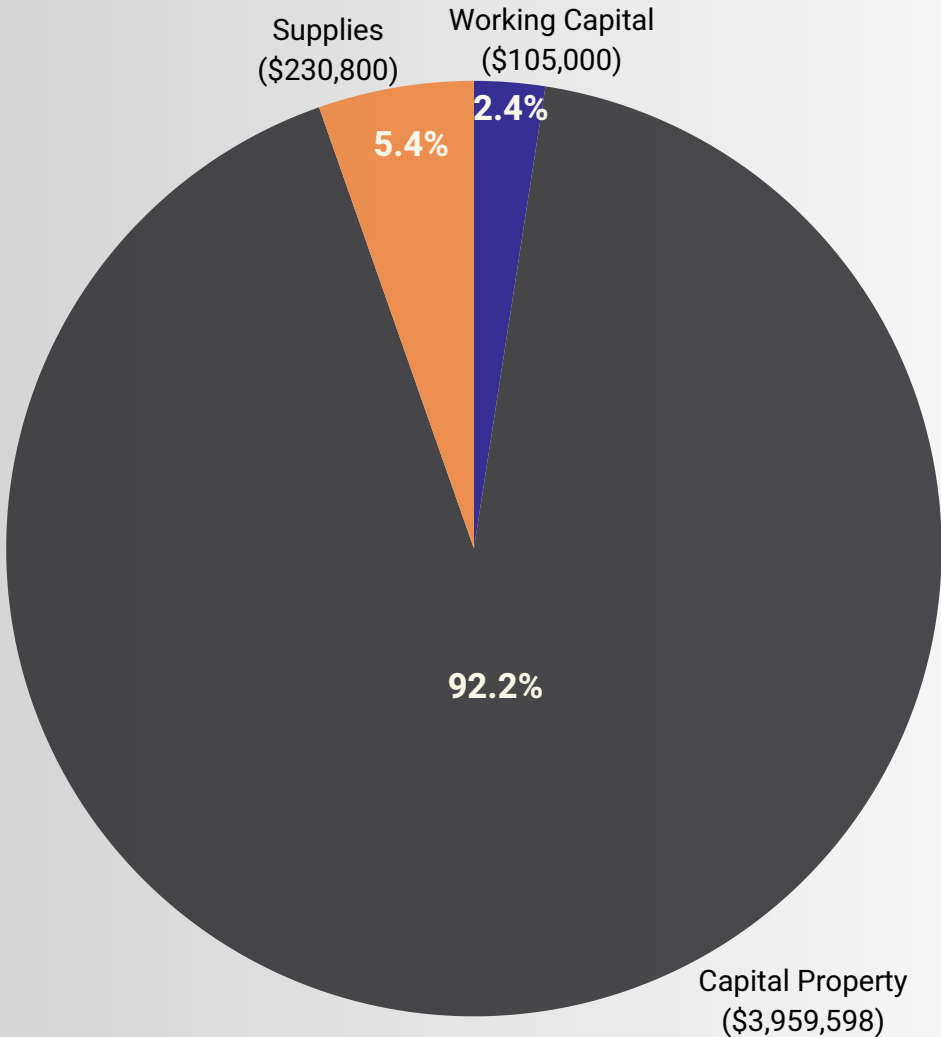
\$126,000 in loans was granted to young entrepreneurs by the SADC.

A total of \$4.2 million was invested in young companies.

Investment Leverage Effect



Total Detailed Project Costs



Annual Investment Totalling **\$773,351**



**Expansion and
Modernization**

\$491,500

Start-Ups and Acquisition

\$281,851

Primary

\$179,426

Secondary

\$207,425

Tertiary

\$386,500

Financing – Regional Relief and Recovery Fund (RRRF)

On September 14, 2023, the Government of Canada announced measures to give small businesses greater flexibility. The eligibility period to benefit from a partial write-off of loans granted through the RRRF-CF program was extended until March 28, 2024.

Loans initially granted

\$1,139,873

37 of 39 clients benefited from a partial write-off of their loan, totalling \$290,468.25

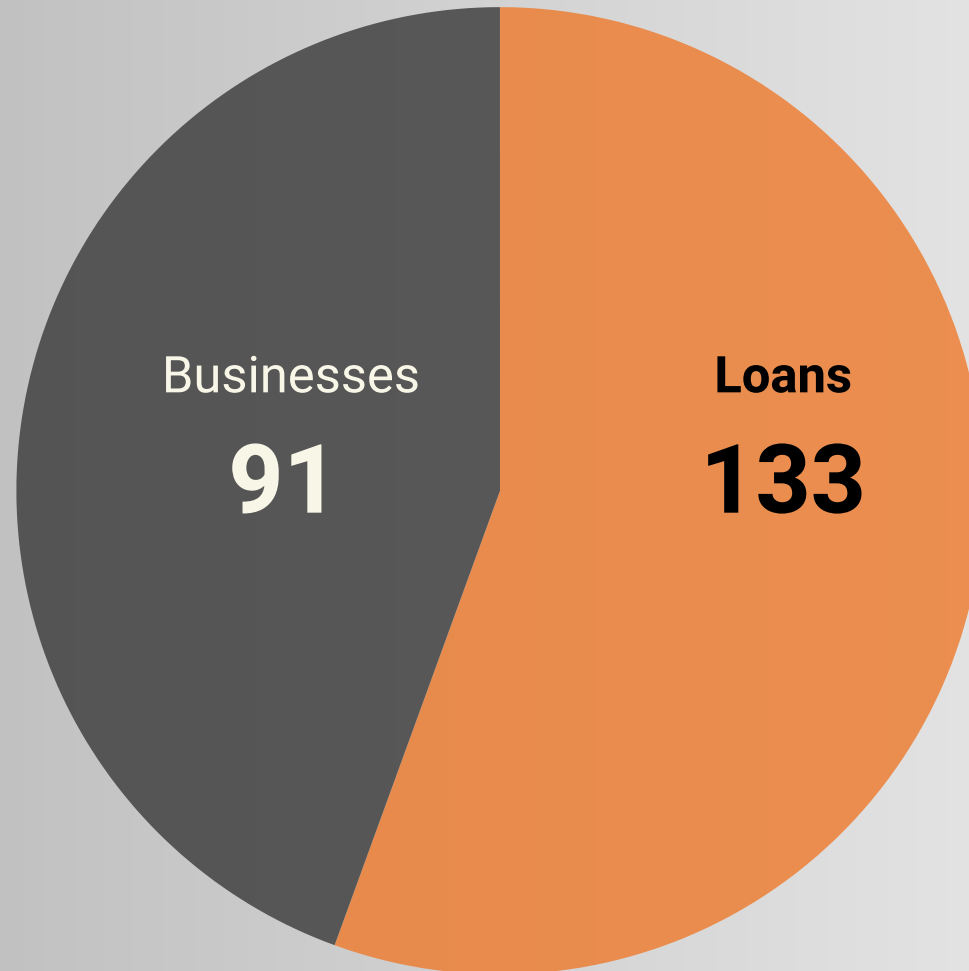
95%

On March 31, 2022:	\$28,750
On March 31, 2023:	\$58,000
On March 31, 2024:	\$203,718.25
Total:	\$290,468.25

Investment Portfolio Mix

on March 31, 2024

\$3,988,012



2023-2024 Community Development

Investments in the form of non-repayable contributions totalling **\$57,605**

Local Economic Development (LED)

SADC financing contributes to many projects, fostering sustainable development across our territory and the development of our community's entrepreneurs. This stream is covered by our business lines and through mentoring.

\$44,213 invested in **7** projects

Technical Assistance (TA)

Made-to-measure guidance, consultancy services and support for companies (including non-profit organizations), covering many spheres of entrepreneurship and business. In 2023–2024, one of the three supported projects was the second cohort of the 101 Project, which received 20 support sessions alone.

\$13,392 invested in **3** projects

Financial Management 101 16 hours

Customizable one-on-one support with an experienced consultant for small business owners and non-profit organizations. Teaches the purpose of financial statements, how to measure financial performance using data, how to compare financial statements with well-established models, and how to track numbers to better manage business overall and analyze projects based on financial data.

2 consultants
7 businesses supported
73 one-on-one sessions

Avec la participation financière de :



Bookkeeping 101 25-35 hours

Customizable one-on-one support with an experienced consultant for small business bookkeepers and non-profit organizations. This course teaches how to immediately detect inconsistencies and gaps, track cash flow, sales, expenses, bank statements (reconciliation, etc.), payroll, and how to manage rebates, taxes and at source deductions.

6 consultants
13 business supported
124 one-on-one sessions





2023-2024 Virage Vert Program



Investments in the form of non-repayable contributions totalling **\$77,742.12**

For the third year running, the **Virage Vert** program has enabled the SADC du Rocher-Percé to tangibly foster the integration of sustainable development in our regional ecosystem.

Local Economic Development (LED-SD)

Providing SADCs and CAEs with the means to complete promising initiatives whether their own or partner initiatives in which they play a contributory role.

\$34,386.02 invested in **4** projects

Technical Assistance (TA-SD)

Providing third-party specialized expertise to help businesses striving to improve environmental and economic performance achieve even more in terms of adopting environmentally friendly practices and implementing clean technology.

\$43,356.10 invested in **3** projects





2023–2024 Non-Repayable Contribution Recipient List

Marina du Vieux-Port

Made-to-measure kitchen management training

Tourisme et Commerce Rocher-Percé

**Networking activity at the golf tournament for
entrepreneurs and the tourism sector**

Mes achats à quelques pas local commerce program

Motel Fraser

Video content production

Zec des Anses

Phase 1 strategic planning



RÉGIE INTERMUNICIPALE DE TRAITEMENT DES
MATIÈRES RÉSIDUELLES DE LA GASPÉSIE (RITMRG)

MOTEURS C-A INC.

LAURIER HAMILTON ET FILS LTÉE

FUMOIR MONSIEUR ÉMILE INC.

2023-2024 Collaborations

Other local development projects and initiatives
we have worked on



Gaspésie
Gourmande



FONDATION
DU CSSS DU
ROCHER-PERCÉ



GÉOPARC
DE PERCÉ



défi
osentreprendre
Concours
québécois en
entrepreneuriat



New in 2023-2024

Fishery-Specific Support



The SADC launched a new support and high-level training service specially designed for owner-captains in the Rocher-Percé RCM.

Session at the RCM on December 6, 2023



Session at the RCM on January 18, 2024



Group Mentoring

Group mentoring consists of groups of 6–8 mentors and entrepreneurs. The aim is to talk about specific topics with people who have been through similar challenges.



Session at Folies Boréales on March 13, 2024

2023-2024 Partnerships



In association with CBDC Restigouche, 30 people took part in online training sessions to help prepare them for the realities of an evolving labour market.



\$15,000 granted to 30 participants (\$500 each)

\$2,000 granted to the organization that enrolled 29 employees

\$750 granted to the SME that enrolled 1 employee

Governance

2023-2024 Board of Directors



Aurèle Doucet
Chairman



Édith Arbour
Vice-Chair



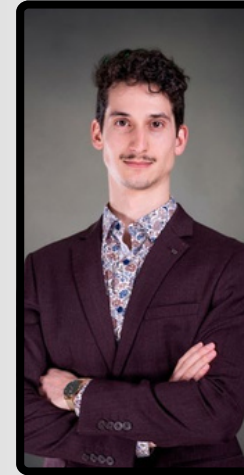
Samuel Méthot-Laflamme
Secretary and Treasurer



Sylvain Rehel
Director



Isabelle Jalbert
Director



Alexandre Bouchard
Director



Michel Gionest
Director



Rémi Plourde
Director



Linda Cauvier
Director



Daniel Desbois
Director



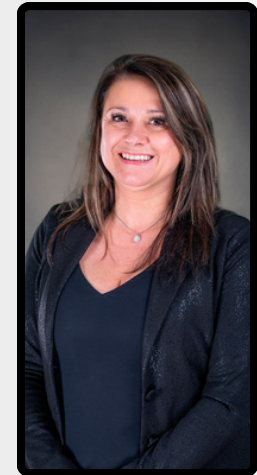
Sébastien Daignault
Director



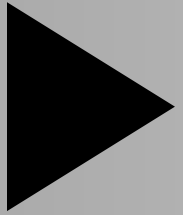
Henri Grenier
Director



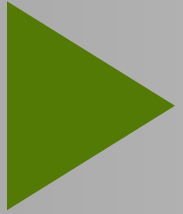
**Sandrine Bisson-
Hautcoeur**
Director since
November 2023



Lianne Dallaire
Director until
September 2023



1 Annual General Meeting



8 Board Meetings

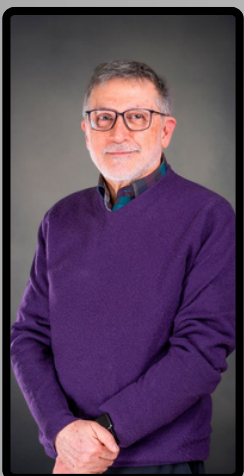


12 Executive Committee Meetings



421 voluntary hours invested

2023-2024 Mentors



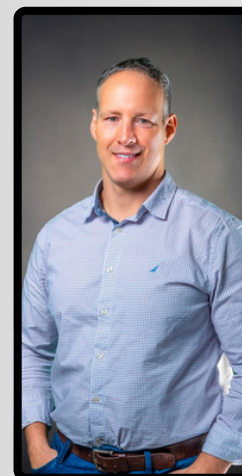
Jean-Yves Abdelnour
Head Mentor



Jocelyn Tennier
Mentor



Nadia Minassian
Mentor



Dominic Nicolas
Mentor



Nadine Murray
New Mentor

- 4 active one-on-one relationships
- 3 mentoring sessions
- 3 group mentoring sessions

Participation at RDV RÉSEAU MENTORAT in Montreal

Participation at the regional mentoring conference in Gaspé

Partners:

**R É S E A U
M É N T O R A T**
ENTREPRENDRE. PARTAGER. RÉUSSIR.



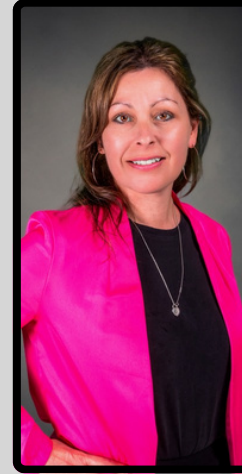
2023-2024 SADC Team



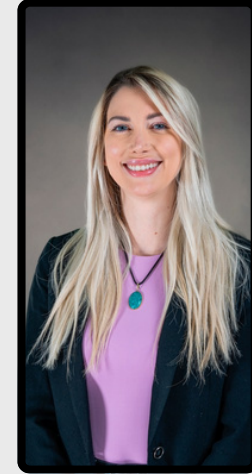
Dominic Gaudreau-Reid
Business Consultant



Marise Lelièvre
Executive Director



Marthe Larocque
Administrative Assistant



Roxane Berger
Business Consultant



SADC


Société
d'aide au développement
de la collectivité
DU ROCHER-PERCÉ

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www.sadcrp.ca



Développement économique Canada pour les régions du Québec appuie financièrement les SADC et les CAE
Canada Economic Development for Quebec Regions offers a financial support to the SADC and the CAE

Développement
économique Canada
pour les régions du Québec

Canada Economic
Development
for Quebec Regions