

SADC

Société
d'aide au développement
de la collectivité

CÔTE-NORD



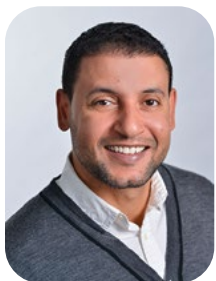
ANNUAL REPORT

2021-2022

A multi-service convenience store located in Fermont, Dépanord meets the needs of Fermont's clientele with new services in addition to offering fresh and regional products in partnership with other small and medium-sized businesses on the North Shore.

« Being a partner with the SADC is simple, fast and the team is very efficient. The SADC listens to our needs and the expertise of their staff allows small businesses like ours to find support and financing in one place. New entrepreneurs, don't hesitate to contact the SADC for outstanding support! »

Véronique Dumais and Kathy Savard
DÉPANORD inc.



WORD FROM PRESIDENT

For nearly four years as chair of the SADC board, I have been able to observe the rigor and performance of the organization. The SADC is truly present in the territory and brilliantly accomplishes this mandate of regional economic diversification and the development of its communities.

For 2021-2022, \$1,811,146 in investment contributed to the development and maintenance of our SMEs.

This represents a total of 51 authorized funding projects, including 14 Youth Strategy projects.

I am proud of SADC's involvement in its territory.

I salute the Synergie 138 project, which shines throughout the province and influences the entrepreneurial community to respond to the new trends that are accelerating towards a greener economy. I also salute the deployment of support for promoters through mentoring, which contributes effectively to strengthening the economic core of the North Shore as well.

I would like to thank the directors for supporting me in this mandate and for contributing closely to the SADC's mission. I am proud to work with you and thank you for your commitment.

And, to the team in place, congratulations for the excellence of your work. You make all the difference!

Nader Ghabi, President



WORD OF THE EXECUTIVE DIRECTOR

The past year has again been impacted by the pandemic, which does not seem to want to let us go, but it does bring us its share of opportunities, whether for the SADC or for the businesses in its territory! Agility and resilience have allowed us, as always, to be present and accessible to entrepreneurs.

2021-2022 is the beginning of a partnership with the Mentoring Network. Complementary to our services, and because business growth depends above all on the well-being of those who run them, Mentoring is necessary to support our SMEs in order to prioritize the human entrepreneur to build a strong entrepreneurial ecosystem.

2021-2022 is also the sustainable development cohort, put forward by the Réseau des SADC and delivered by our Synergie 138 team in order to contribute to the durability and sustainability of our North Shore businesses. Synergie 138 has also distinguished itself in the province, in particular thanks to its marine LAB, which aims to optimize the profitability of companies through the circular economy.

2021-2022 will have been the year of teleworking! Fortunately, our organization was already prepared and was able to offer this condition of employment which has now become essential.

Thanks to the team! Whether you are teleworking, at the office, in Montreal or Sept-Îles, you are essential to the success of all our projects!

Thank you to the administrators of the SADC. You are available, accessible and generators of all this development.

Entrepreneurs, thank you for your confidence in the SADC. Thank you for contributing to the economic diversification of our region. And above all, keep believing that anything is possible!

Annick Thibouthot, Executive Director

ASSIGNMENT

- + Stimulate the economic development of communities through technical and financial services while promoting partnerships for the benefit of businesses on the North Shore

VISION

- + Become a reference in terms of regional development and sustainable economic diversification within North Shore businesses and communities

VALUES

- + Pride
- + Performance
- + Agility
- + Commitment
- + Innovation

COMPANIES PROPELLED TOWARDS SUCCESS

YOUTH STRATEGY



MF Huissier

MF Proulx-Boulianne, judicial officer stands out for his constant concern for innovation. Its main priority is to offer fast and impeccable service. Covering the judicial district of Mingan, she works closely with bailiffs from across Quebec.

« The SADC was for me the boost I needed to make up my mind to enter the business world. It was with interest, efficiency and speed that the organization pushed me to implement my biggest dream. The trust she was able to place in me allowed me to use my skills for the well-being of my region. »

- Marie-Florence Proulx Boulianne
Owner

INVESTMENT FUND / YOUTH STRATEGY



Fermes Belles Amours

Fermes Belles Amours, recently acquired by Pêcheries Petit Havre harvests, processes and distributes live, fresh and frozen seafood to more than 500 customers and retailers in Canada. Located in Blanc Sablon, its proximity to the fishing-rich areas of the Gulf of St. Lawrence gives it access to seafood that is among the best quality in the world.

« The SADC, from the beginning, has supported me in the development and growth of my projects. The team is accessible, agile and I really feel supported. The programs are accessible and easy for my projects! »

- Michael Sheppard
Owner

TECHNICAL ASSISTANCE / ACCOMPANIMENT



Uapukun greenhouses

The Uapukun greenhouses is a pre-start-up project that aims to establish a horticultural landscaping company on the territory of Uashat mak Mani-utenam.

The SADC believed in my project and supports me in its development.

« From the first call, I was accompanied quickly and with enthusiasm, and this at each stage of my pre-start-up. The SADC believed in my project and supports me in its development. »

- Léger Régis
Promoter



Mentoring service
Sept-Rivières et Minganie

15
mentees

15
mentors

15
tandems

3
activities

Poutine mentorship
Mentors lunch
Launch press conference



Visit synergie138.ca

To find out about the 2021-2022 results of our circular economy division.

2021-2022 RESULTS

INVESTED FUNDS

\$1,849,746

FINANCIAL LEVERAGE

\$6,822,065

268 Jobs created or maintained

223 Active files

3,6 % Loss rate

51 Number of loans for 2021-2022

6 Succession projects

14 Youth Strategy

12 RRRF loans (Covid)

381,5 HOURS
IN SKILL
DEVELOPMENT
TRAINING

367 HOURS
IN SME SUPPORT

STUDENT
INTERNSHIP OF
884 HOURS

292 HOURS
IN BOARD OF
DIRECTOR SESSIONS

153 HOURS
OF TEAM
COMMITMENT

INVESTMENT FUNDS, YOUTH & RRRF STRATEGY

INVESTED

\$1,849,746

51 Loans in total

25 Regular Investment Fund Projects

\$1,289,946

For the creation, acquisition, expansion, modernization of businesses in our territory.

14 Youth Strategy

\$194,800

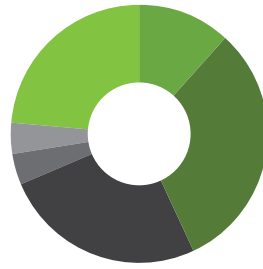
To encourage young promoters aged 18 to 39 to choose entrepreneurship in their region as a career choice.

12 RRRF projects - Regional Relief and Recovery Funds

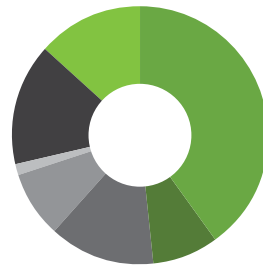
\$365,000

To support businesses and communities that need help getting through the pandemic.

FUNDS DISTRIBUTION



ACTIVITY AREA



CONTRIBUTIONS BETWEEN

- + Board of directors of SODIM
- + Entrepreneurial competition Committee Les Dragons Sept-Rivières - Minganie
- + Committee of permanent members of the Réseau des SADC et CAE
- + Board of directors for the Table bioalimentaire Côte-Nord
- + Socioeconomic Players Luncheon Committee
- + Board of directors for the Réseau des SADC et CAE
- + MicroEntreprendre Côte-Nord Board of Directors
- + Centraide Duplessis Board of directors
- + Organizer of the Grande journée des petits entrepreneurs - Marché des petits entrepreneurs de la SADC Côte-Nord
- + Regional strategy table - Attraction, recruitment and retention

COMMUNITY DEVELOPMENT

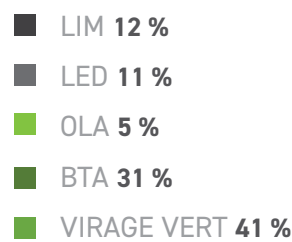
FINANCIAL ASSISTANCE GRANTED

\$322,286

34 PROJECTS

Who have obtained a non-repayable contribution in one or other of our programs.

FUNDS DISTRIBUTION



LIM - LOCAL RESPONSE MESURES

LED - LOCAL ECONOMIC DEVELOPMENT

OLA - OFFICIAL LANGUAGES ACT

BTA - BUSINESS TECHNICAL ASSISTANCE

VIRAGE VERT PROGRAM

\$40,000

were used to finance needs in professional fees for collective projects.

- Tourism // \$5,937
- Sensitization to entrepreneurship // \$16,632
- Resources // \$17,431

8 PROJECTS

\$36,199

were used to finance needs in professional fees for local businesses.

- Tourism // \$2,064
- Entrepreneurship // \$24,250
- Innovation // \$4,674
- Skills development // \$5,212

15 PROJECTS

\$15,000

were used to finance needs in professional fees for community service Indigenous and Anglophones of our territory.

- Entrepreneurship // \$9,349
- Adaptation linguistics // \$5,651

3 PROJECTS

\$100,000

were used to finance needs in professional fees for local businesses.

- Innovation // \$100,000

3 COMPANIES

\$131,087

were used to finance needs in professional fees for innovative projects and sustainable development for local businesses.

- Sustainable development // \$131,087

5 COMPANIES

STRATEGIC PLAN 2022-2023

SLOTS

- + TOURISM
- + BIOFOOD INDUSTRY
- + FISHERIES INDUSTRY
- + ENTREPRENEURSHIP
- + ENGLISH-SPEAKING AND INDIGENOUS COMMUNITIES
- + SUSTAINABLE DEVELOPMENT

IN DEVELOPMENT

- + Programming and setting running our new automated document generator: Adelaide
- + Hosting of the 18th congress of the Réseau des SADC et CAE | Between Nature and excess
- + Construction sector project in partnership with the Société du Plan Nord

TARGET 1

Support the development of entrepreneurship in our territory

- 1.1 Offer support tailored to the specific needs of entrepreneurs in the region
- 1.2 Reach out to Indigenous promoters and stimulate female entrepreneurship
- 1.3 SYNERGIE
Monitoring of entrepreneurs and circular economy projects, sustainable and innovative
- 1.3.1 Support entrepreneurs by promoting an approach in innovation in sustainable development

TARGET 2

LIM, LED and Virage vert: Support community economic development

- 2.1 Contribute to the growth of the local economy
- 2.2 Position SADC as a strategic development partner
- 2.3 Promote the envelopes of LED, LIM and OLA
- 2.4 Collaborate in the actions of consultation and structuring projects in connection with the economic development of rural communities

TARGET 3

Maintain the effectiveness of our organizational and administrative development

- 3.1 Developing and perfecting human resource management
- 3.2 Achieve a balanced financial performance on funds activities
- 3.3 Support and promote mobilization administrators of the organism
- 3.4 Improve the effectiveness and efficiency of our processes

TARGET 4

Increase our visibility and positioning

- 4.1 Be a mobilizing agent in the entrepreneurial ecosystem
- 4.2 Be present and visible to businesses and assume our leadership as an economic developer in the region
- 4.3 Be a support partner with other CFDCs and economic development partners

THE SADC CÔTE-NORD



THE TEAM

Annick Thibouhot
Executive Director

Karianne Jenniss
Financial
Service Agent

Barbara Morneau
Project Agent
| Circular Economy

Véronik Perreault
Project Agent

Marine Martal
Project coordinator
in circular economy

BOARD OF DIRECTORS

A board of directors made up of 10 elected directors governs the activities of the SADC Côte-Nord. These volunteers involved in socio-economic development come from 4 RCMs in the territory served by the SADC de la Côte-Nord. The Board of Directors meets six times over the course of a year. Here are the members of the SADC Côte-Nord Board of Directors for the period 2021-2022:

BOARD MEMBERS

- | | | | |
|------------------|----------------|-----------------|-------------------|
| Nader Ghabi | Mario D'Amours | Marc Pelletier | Émilie Laverdière |
| Patrice Tremblay | Marie Corbey | Raymond Chénard | Daniel Richard |
| Paul Bouffard | Denis Miousse | | |

SADC

Côte-Nord

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 Développement économique Canada pour les régions du Québec 