



**SADC**

Société  
d'aide au développement  
de la collectivité

PAPINEAU-COLLINES

**ANNUAL REPORT**

**2024-2025**

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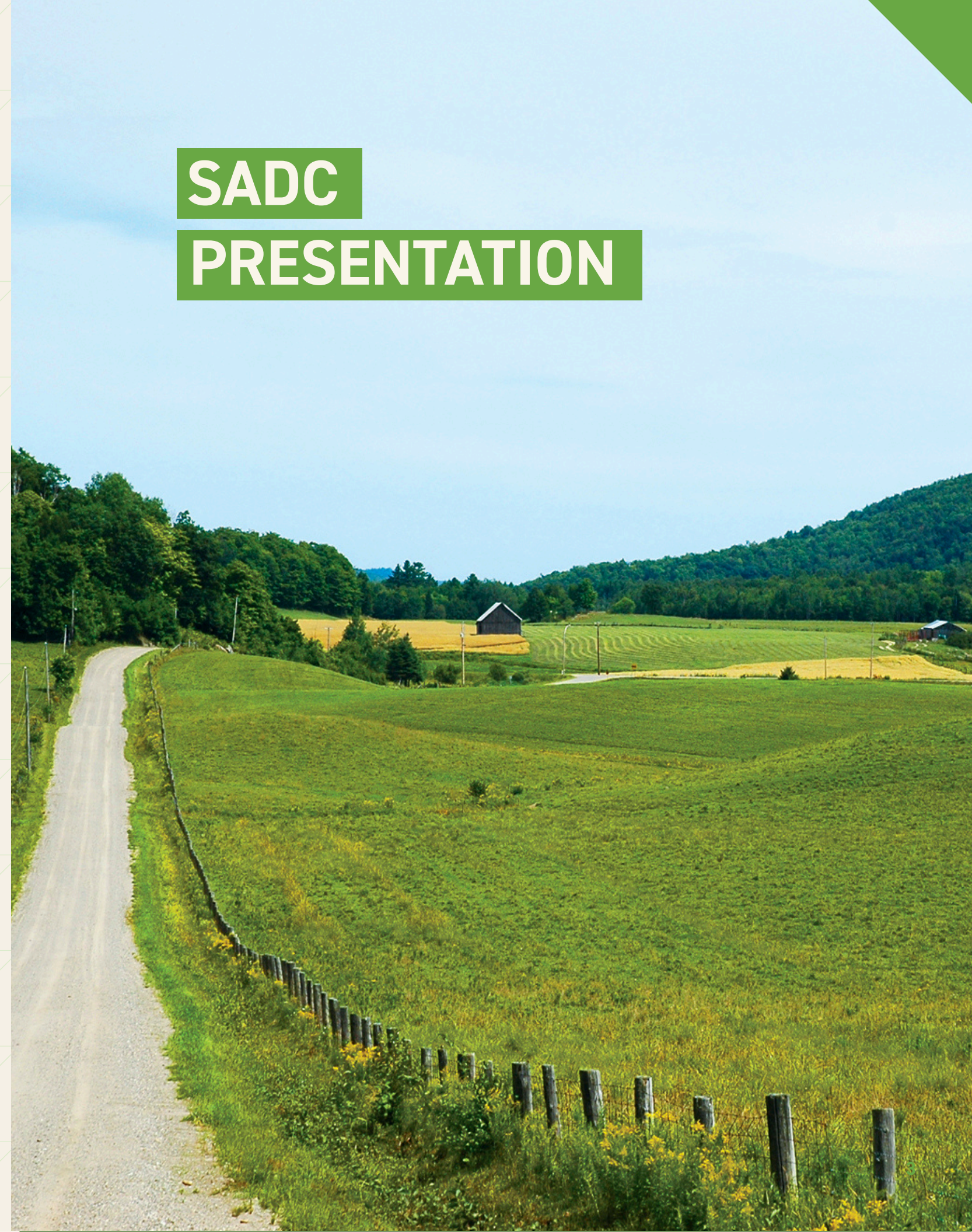
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# SADC PRESENTATION



## 40 years of history

### On site since 1984

In the early 1980s, Canada was entering a recession marked by rising unemployment, inflation, and high interest rates. To revive local economies, the federal government implemented innovative initiatives. It was in this context that the Community Futures Program (CFP) was launched in 1984, an approach aimed at empowering communities to take charge of their economic and social future.

The SADC of Papineau quickly positioned itself as a central player in this transformation. Its history dates back to 1984 with the founding of the Société de développement Papineau Inc., whose mission was to provide financial support to local businesses. Three years later, the Papineau region was chosen to benefit from the CFP, which led to the transformation of the Society into the Community Futures Development Corporation (CFDC/CAE) Papineau in 1988. The CFDC then continued its financing mission, while a Community Development Corporation développement des communautés (CDC/CADC) was established to support socioeconomic development and community initiatives.

In 1995, across Quebec, CFDCs and CDCs merged to become the Société d'aide au développement de la collectivité (SADC/CommunityDevelopment Aid Society). This restructuring allowed for the pooling of strengths and fostered the exchange of expertise within the newly formed Réseau des SADC et CAE of Qubec, which was integrated into the Community Futures Network of Canada. This is how the SADC Papineau was officially created.

In 2006, it expanded its territory to include the Collines-de-l'Outaouais, adapting its services to meet the specific needs of the municipalities in this region.

With 40 years of commitment to the economic development of its territory, the SADC Papineau-Collines is looking to the future with proven expertise and a renewed desire to have a lasting impact on the community.

## A word from the Vice President and General Management



**Claudine Crompt**

Vice-President of the Board of Directors



**Jean-Denis Deschênes**

Interim Executive Director

We are pleased to present the annual report of the 40th Annual General Meeting of the SADC Papineau-Collines. It is with pride and deep gratitude that we celebrate the 40th anniversary of the SADC: forty years of commitment, action, and tangible results dedicated to the economic development of our territory.

We invite you to browse this report to discover some of the projects carried out in 2024-2025, which illustrate the scope of SADC's actions in key areas of intervention such as the development of entrepreneurship, the adoption of sustainable practices and access to financing and strategic resources.

The year brought its share of transitions within our team, with departures, leave of absences, and the arrival of new people. Despite these changes, the team demonstrated agility, a strong collaborative spirit, and remarkable commitment. Thanks to this collective momentum, we were able to successfully deliver planned projects and meet the needs of our entrepreneurial community.

The economic uncertainty of recent months and the ever-increasing needs of businesses, combined with the need to improve their productivity, demonstrate more than ever the relevance and purpose of the SADC. To meet specific needs, starting in the fall of 2025, the SADC will offer two new funds. The first will finance digital projects that will improve business efficiency, while the second will provide financing for projects promoting sustainable development and entrepreneurial succession, thus addressing two major challenges.

The coming months will allow us to consolidate the new SADC team while continuing the board of directors' desire to offer services adapted to the needs of businesses in our region.

On that note, we invite you to explore the key moments and achievements of the year.

## Portrait of the SADC

### SADC AT A GLANCE

For 40 years, the Société d'Aide au Développement de la Collectivité Papineau-Collines (SADC) has been working to create and grow successful businesses in its region by providing personalized support to entrepreneurs. It encourages innovation and the adaptation of their business models to ensure their success, autonomy, and sustainability.

#### THE TERRITORY

- MRC of Papineau, MRC of Collines-de-l'Outaouais, Buckingham and Masson-Angers
- 30 municipalities and 2 sectors
- 5,012 Km<sup>2</sup>

### OUR VISION

The SADC is part of a dynamic encouraging the resilience of the entrepreneurial ecosystem by promoting innovative and responsible business practices.

### OUR VALUES



#### THE COLLABORATION

The SADC promotes a culture of collaboration based on trust and the pooling of knowledge and skills to guide entrepreneurs in the various aspects of their development.



#### AGILITY

The SADC values organizational agility, which allows for the constant adaptation of its interventions in response to a complex and evolving business environment. The team makes it its duty to respond quickly to change through its capacity for innovation and learning.



#### COMMITMENT

The SADC values commitment to its clients by responding to their needs with transparency, efficiency, and integrity. It values commitment to its partners by facilitating consultation. This commitment is also demonstrated toward its employees, whom it supports in their professional and personal development.

### OUR MISSION

The SADC Papineau-Collines boosts regional economic development by supporting and structuring businesses, organizations and communities.

In order to carry out this mission, the SADC Papineau-Collines:

- Stimulates the creation and growth of businesses by making its resources available to them;
- Adapts its support by offering personalized financial and technical solutions;
- Helps businesses become self-sufficient and sustainable.
- Is involved in numerous local initiatives to make his region more attractive and prosperous.



## Our Team of Experts

Behind every SADC Papineau-Collines project and initiative, a dedicated team leverages its expertise to boost the local economy. Drawing on a variety of skills, including finance, sustainable development, management, and communications, our professionals work hand-in-hand with entrepreneurs and communities to foster growth and innovation in the region. We would like to recognize the remarkable work of our team and thank everyone who helped make 2024-2025 a year of growth, mutual support, and innovation within our organization.

### THE ARRIVAL OF THREE NEW TALENTS

In October 2024, we were pleased to welcome Charlene Raby, Sustainable Development Advisor, and Claudie Bigras, Communications Assistant. Then, in February 2025, Kevin Ablé, Project Manager, joined the team. Their arrival brings fresh perspectives and strategic skills, while strengthening our ability to support local businesses and projects. Welcome to this wonderful adventure!

## Governance

The SADC's eight volunteer administrators are committed to the socio-economic development of their region. They are professionals from our region's business community who work together to strategically guide the organization's actions.

- Ms. Audrey Paiement, President
- Ms. Claudine Crompt, Vice-President
- Mr. Jean Maheu, Treasurer
- Ms. Laurie Laframboise, Secretary
- Mr. Yvon Dinel, Administrator
- Mr. Pierre Hébert, Administrator
- Mr. Michel Leclair, Administrator
- Ms. Caroline Trottier, Administrator



## Services Offered to Businesses

### FINANCING

SADC Papineau-Collines manages loan portfolios that provide accessible and flexible financing to businesses in its area. These loans are designed to meet the specific needs of entrepreneurs, whether for business start-ups, acquisitions, or expansion. In addition to supporting business growth, these loans contribute to a collective investment fund owned and managed locally by local entrepreneurs, thereby promoting sustainable economic development rooted in the community.

### SUSTAINABLE DEVELOPMENT APPROACH

From carrying out a diagnosis to developing a priority action plan, we support businesses in implementing Sustainable Development (SD) and Corporate Social Responsibility (CSR) initiatives.

### STRATEGIC BUSINESS DEVELOPMENT

We help businesses and municipalities validate their business projects or strategic directions by collecting market data. This approach allows them to identify new opportunities and make more informed decisions.

### BUSINESS SUCCESSION

We offer ongoing support throughout the transfer or takeover process, in addition to building a confidential bank of sellers and buyers to promote potential matches.

## Strategic planning

The SADC Papineau-Collines' 2024-2029 strategic plan defines three key orientations to strengthen our impact on local economic development and remain attentive to the community.

### Orientation 1

A competent and committed team dedicated to local economic development.

- Optimize processes to improve productivity;
- Mobilize the strengths of team members to deliver our projects;
- Renewing our good governance practices.

### Orientation 2

Tailored and distinctive services for local businesses.

- Deploy and monitor the implementation of the strategy with rigorous tools based on local intervention areas;
- Ensure continuous monitoring of our partners' offers to target our alliances.

### Orientation 3

Attentive listening, adapted to the needs of the territory.

- Adapt our support to the needs of the territory;
- Strengthen skills in line with technological developments.

## SADC's Sustainable Plan

As part of our 2024 Sustainable SADC Action Plan, we are actively pursuing our sustainability goals. We are focusing on a thoughtful and evolving structure to provide our organization – as well as small and medium-sized enterprises in the Papineau and Collines-de-l'Outaouais regions – with the flexibility needed to adapt to tomorrow's challenges while remaining competitive and responsible.

### Motivation

By adopting sustainable practices, we've developed proven tools internally to share with other organizations. We simplify sometimes complex concepts so that best practices become accessible to everyone, at every level.

### Impacts of implemented practices

Internally, we have renewed our sustainability policies, raised awareness among our team, and optimized our operations to reduce our environmental footprint, while improving our efficiency and reducing our costs. Externally, our efforts are focused on decarbonization training in various sectors, while consolidating our position as a key regional player in the implementation of eco-responsible, profitable, and concrete practices.



## Conclusion

These actions illustrate our vision of integrated and balanced development, placing sustainability at the heart of our strategic priorities in order to ensure the well-being of future generations and the healthy and sustainable development of the local economy.

### Our sustainable development goals



**Offsetting our carbon footprint by 2023**



**Adding our digital footprint to our carbon footprint**



**Buy responsibly**



**Implement sustainable development practices in the region**



**Developing skills**



**Improve working conditions**



**Improving governance in response to SD challenges**

### Our performance in 2024

To offset its 2023 GHG emissions, the SADC distributed 200 white pines as corporate gifts during its events.

The SADC's carbon footprint for 2024 is 6.81 TCO<sub>2</sub>e, compared to 3.67 TCO<sub>2</sub>e in 2023. This increase is explained by the addition of emissions related to its digital activities. The SADC is now able to offset all of its emissions, whether from its field operations or its digital use.

The SADC has updated its local business bank to maximize local purchases, both for the organization of its events and for the supplies needed for its office activities.

Fifteen companies received support from the SADC in their decarbonization efforts. The Together, Let's Decarbonize program was launched to provide SMEs with tools to calculate and reduce their greenhouse gas emissions, thereby promoting better economic performance.

In 2024, training hours for the SADC employees reached 287 hours, compared to 150 hours in 2023. Of these, 69 hours were devoted to training provided by external providers.

Teleworking has become increasingly important in the daily lives of employees in order to allow for a better work-life balance.

In 2024, the SADC strengthened its sound and effective governance practices, with an emphasis on increased transparency, rigorous disclosure of information and continuous monitoring of performance indicators.

# OUR LOCAL ECONOMIC DEVELOPMENT PROJECTS



## Together, Let's Decarbonize

### STRUCTURED SUPPORT TOWARDS DECARBONIZATION

The "Together, Let's Decarbonize" program, launched in 2024, was initiated with the objective of supporting companies in their decarbonization process while improving their profitability and organizational efficiency. The 12-week program takes the form of interactive workshops, both in person and virtually, and includes a business visit, the delivery of a personalized carbon assessment, and practical tools, including a GHG emissions calculator tailored to the needs of each organization.

The topics covered include energy efficiency, waste management and transport optimization.

This interactive and structured journey allows businesses to align their business strategy with government climate targets, while facilitating access to financing and enhancing their brand image and competitiveness.

In total, 11 businesses were supported and their carbon footprint completed, while 4 new businesses began the process at the end of the year.

The project also received significant exposure, with more than six invitations to present it to partners. These opportunities helped strengthen the organization's visibility and partnerships, notably through a conference presented at the semi-annual meeting of the Réseau des SADC et CAE and a cohort conducted in partnership with ID Gatineau.

**15** participating businesses



"Thanks to the Together, Let's Decarbonize Cohort, we are now able to quantify our GHG emissions more precisely, find innovative and effective solutions to reduce them, and make our operating costs more profitable and optimized."

Martin Poitras and Dominique Laflamme, HOM Mini Chalets



Honorary presidency of this 26th edition, the Rond-Point, milieu de jeux

## Défi OSEntreprendre Outaouais

### 26TH EDITION

The SADC Papineau-Collines had the pleasure of being the lead organization for the Défi OSEntreprendre for the Outaouais region for a second consecutive year, enthusiastically coordinating the 26th edition of this major entrepreneurial competition across Quebec. This Quebec movement highlights the entrepreneurial initiatives of thousands of people each year, including students, supported by their school staff, students and entrepreneurs.

This 26th edition of the Défi mobilized more than 65,000 students through 70 school projects, while highlighting more than 30 inspiring business projects in the Outaouais region. The regional gala took place on May 1, 2024, at Domaine l'Ange-Gardien, an evening filled with audacity, smiles, pride, and inspiration.

The Outaouais talent then shone on the national stage, with two projects winning honors at the national gala in Quebec City: Le Skite aux herbes, national winner in the Business Creation – Services to Individuals section, and Terre & Neige, national winner in the Doing Business Together section.

**100** submitted projects **2** national award-winning businesses

## Entrepreneurial succession

### THE BUYERS AND SELLERS BANK: A BRIDGE BETWEEN BUYERS AND SELLERS

As part of its support for local economic development, the SADC Papineau-Collines continued its efforts this year to promote the next generation of entrepreneurs by providing concrete tools and personalized support. The Buyers and Sellers Bank, a project in development since last year, has seen significant progress. This tool aims to facilitate connections between entrepreneurs wishing to sell their businesses and potential buyers in the region.

Over the past year, the team has redesigned this service with a focus on visibility, confidentiality, and accessibility, in preparation for a relaunch. Key actions include designing a simplified form and exploring initiatives to foster meaningful matches and business opportunities.

The SADC Papineau-Collines plays a key role in business succession by advising, guiding, and referring both buyers and sellers. Through its investment funds, it also supports entrepreneurial transition by offering loans tailored to the needs of buyers.

These efforts aim to preserve jobs, support the sustainability of businesses and the local economy.

# STAY INFORMED



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## OUR SUPPORT FOR BUSINESSES AND ORGANIZATIONS



## Financing

### ÉBÉNISTERIE BIANCHI

During the 2024-2025 year, Ébénisterie Bianchi received a loan from SADC Papineau-Collines to purchase an automatic edgebander. This equipment, essential in cabinetmaking, allows for the rapid and precise application of finishing strips to panels. This new equipment has helped improve operational efficiency and increase the business's production capacity.



## Communication and Marketing Strategy

### RÉSEAU DES SADC ET CAE

In 2024, our Business Advisor, Communications and Public Relations, Marie-France Laflamme, assisted the Réseau des SADC et CAE in developing tip sheets and in the promotional campaign for the brand new GoFin tool. This free, fast, and accurate search tool allows SMEs to identify the financing sources best suited to their activities and specific needs. Thanks to GoFin, we have already been able to direct several businesses to relevant grants and financing programs. Discover all these tools and tips on the website: [sadc-cae.ca](http://sadc-cae.ca)



## Business Transfer and Succession

### RASOIR DES BOIS

Thanks to a collaboration between the SADC Papineau-Collines, the MRC de Papineau and the Desjardins Créavenir program, Ms. Marie-Jeanne Potelle was able to benefit from technical support and financial support to launch her business, MJ Potelle, ébénisterie. This new business ensures the continuity of the activities of Rasoir des Bois, which she took over with passion and know-how.

## Sustainable Development Approach

### HÔPITAL VÉTÉRIINAIRE BUCKINGHAM

The Hôpital vétérinaire Buckingham has taken an eco-responsible approach by implementing a series of measures, including improving lighting and insulation. Through their participation in the "Together, Let's Decarbonize" cohort, the team was able to measure its greenhouse gas (GHG) emissions and develop a reduction plan that includes actions already implemented as well as new initiatives currently being adopted. This plan allowed the business to rethink the energy efficiency of its operations, encourage carpooling and the use of electric vehicles, consider the use of anesthetic gases, optimize deliveries, and raise customer awareness of environmental issues. All of these actions generated savings while reducing their environmental footprint.

# OUR 2024-2025 RESULTS



## HIGHLIGHTS

2 315 600 \$ in authorized loans

25 authorized loans

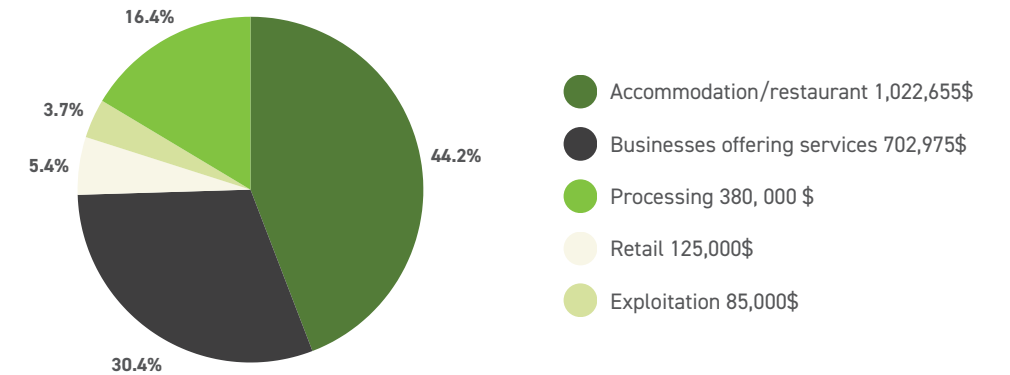
3 640 464 \$ in total value of authorized projects

102 jobs created or maintained

90 % businesses financed over the last 5 years are still active

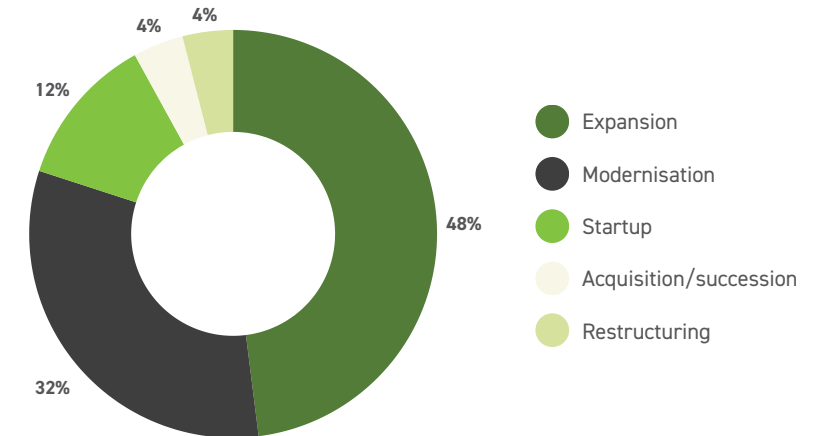
## HIGHLIGHTS

### DISTRIBUTION OF FINANCING BY SECTOR OF ACTIVITY



## HIGHLIGHTS

### DEVELOPMENT STAGES OF FINANCED BUSINESSES



## INVESTMENT BY TERRITORY

### MRC of Papineau

1,7 M \$ on loan authorized for businesses in the MRC Papineau

2,5 M \$ in project value

### MRC of the Hills of the Outaouais

500 000 \$ on loan authorized to businesses in the MRC des Collines-de-l'Outaouais

990 275 \$ in project value

### Buckingham and Masson-Angers sectors

90 000 \$ on loan authorized to businesses in Buckingham and Masson-Angers

100 000 \$ in project value

# OUR CONTRIBUTION

# SINCE 1984



41,5 M \$ invested in the local businesses since 1984, more than 40 M \$ in 40 YEARS

## SINCE 1984



Values of projects in which we have granted a loan:

124 334 777 \$



Total number of loans:

907



Number of jobs created and maintained:

4 616

# LE RÉSEAU DES SADC + CAE DU QUÉBEC C'EST :

Plus de  
**40 ans**  
d'expérience

**67 SADC et CAE**

partout au Québec

Plus de  
**1 000 bénévoles et  
professionnels**

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[www.sadcpapineau.ca](http://www.sadcpapineau.ca)

Développement économique Canada pour les régions du Québec  
appuie financièrement les SADC et les CAE



Développement  
économique Canada  
pour les régions du Québec

Canada Economic  
Development  
for Quebec Regions

# LE RÉSEAU DES SADC + CAE IS :

More than

**40 years old**

of experience

**67 SADC and EAC**

throughout Quebec

More than

**1,000 volunteers  
and professionals**

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