

**PRESS RELEASE**

For immediate release

**A fifth study from Statistics Canada reaffirms that SADCs and CAEs propel businesses**

Québec, February 4, 2016 – Businesses that work with SADCs or CAEs in Quebec have better survival rates, create many more jobs, and more rapidly increase their payroll and sales, even during periods of economic crisis. This is confirmed by the fifth study from Statistics Canada on the performance of the Community Futures Program (CFP), delivered by SADCs and CAEs in Quebec.

**STUDY HIGHLIGHTS**

Every year, since 2011, at the request of Canada Economic Development for Quebec Regions, Statistics Canada compares various indicators of a group of SADC and CAE business clients with a control group of similar businesses that have not used their services. Each year, approximately 4,000 cases of businesses with fewer than 100 employees are handled. These businesses hail from several industries, primarily manufacturing, construction, retail (services) and wholesale trade.

Note that the positive effect of SADCs and CAEs is even greater in businesses with fewer than 20 employees.

Here are the main results:

- Improved business survival rate: 76% after five years of existence, compared to 50% for those in the control group.
- Increased job creation: average increase of 2.6% per year compared to 0.2% in the control group. In businesses with fewer than 20 employees, the average increase is 5.8% compared to 0.5%.
- More rapid increase in sales: 5.9% annual sales increase compared to 3.7% for the control group.
- More rapid progression of businesses' payroll: 6.3% per year on average compared to 3.7% for businesses in the control group. In businesses with fewer than 20 employees, the rate is 9.7% compared to 4% for businesses in the control group.

Daniel Dumas, President of the Réseau des SADC et CAE, is proud of the consistency of the results: "The data shows that our organizations improve business performance. Personalized and professional support from SADC and CAE professionals, combined with financing, encourages the development of strong and sustainable businesses in Quebec's regions and, as a result, creates jobs."

Several entrepreneurs testify to the importance of SADCs or CAEs in the success of their projects. One of them is Matthieu Girard, owner of the computer service business

MJS Inc., from Saint-Hilarion: “The SADC Charlevoix, Côte-de-Beaupré, Île-d’Orléans enabled us to double our sales. SADCs are the best help for businesses. They help entrepreneurs set their ideas in motion, create high-quality jobs and be much more competitive.”

### **About the Réseau des SADC et CAE**

The Réseau des SADC et CAE ([www.sadc-cae.ca](http://www.sadc-cae.ca)) brings together 57 SADCs and 10 CAEs which have worked to develop their communities for the past 35 years. The Réseau’s 400 professionals and 1,350 volunteers initiate and support formative projects in their communities and support entrepreneurs in their projects. Every year, over 10,000 entrepreneurs in Quebec receive guidance and financing from SADCs and CAEs. Moreover, \$2 million is invested by Quebec’s SADCs in over 1,000 collective projects every year.

### **Community Futures Program (CFP)**

The CFP is a federal government program that ensures operations financing for the 269 SADCs and CAEs in Canada, 67 of which are in Quebec. The CFP recognizes the expertise of local decision makers and decision-making autonomy, in order to encourage communities to take charge of their futures.

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References: Community Futures Program, Canada Economic Development for Quebec Regions, Performance Report, Strategic Services and Management Exams, November 2015.