



NEWS RELEASE
For immediate release

NEW WIN-WIN FINANCING MODEL FOR ENTREPRENEURS IN RURAL AREAS

Salaberry-de-Valleyfield (Quebec), October 14, 2010 – The SADC du Suroît-Sud announced today a new partnership between the Réseau des SADC (Société d'aide au développement des collectivités) et des CAE (Centre d'aide aux entreprises) and the Business Development Bank of Canada (BDC) to finance small businesses outside urban centres.

Under this partnership, BDC has accredited the SADC du Suroît-Sud to authorize additional financing on BDC's behalf of up to twice the amount authorized by the SADC, to a maximum of \$50,000. BDC will make the loan based on due diligence performed by the SADC. Besides considerably reducing the time to process loan applications, this joint program will allow the SADC to authorize loans of up to \$200,000 to eligible businesses. To support larger projects, the two organizations will continue to share expertise.

Yves Léveillé, Chair of the Board of the SADC du Suroît-Sud, firmly believes this model will improve support for entrepreneurs in the regional county municipalities (MRC) of Beauharnois-Salaberry and of Haut-Saint-Laurent: "By complementing each other, our two organizations will be able to provide more help to businesses in our region. The SADC will follow up with companies it finances jointly with BDC. Local knowledge is vital when business projects involve higher levels of risk. With the right support and guidance, they often become surprising success stories."

Michel Leduc, BDC Manager of the Pointe Claire Business Centre, says this new partnership is an innovative way for BDC to support entrepreneurs outside of urban centres. "Our aim is to reach as many entrepreneurs as possible so they can take advantage of our financing and consulting services. When we combine our efforts with those of the SADC du Suroît-Sud, entrepreneurs will have better access to a variety of financing sources and more efficient processing of loan applications."

In addition to its support for this joint loan initiative, which is made possible with financial support from Canada Economic Development, BDC offers the SADC its expertise in training and consulting services. BDC and the SADCs and CAEs have previously cooperated on other initiatives. In 2009-2010, their collaboration generated \$73 million in business, an increase of 22% over the previous year.



About BDC

BDC is Canada's business development bank. From more than 100 business centres across the country, BDC promotes entrepreneurship by providing highly tailored financing, venture capital and consulting services to entrepreneurs. www.bdc.ca

About the SADC du Suroît-Sud

The SADC du Suroît-Sud is a non-profit organization committed to the economic development of the MRCs of Beauharnois-Salaberry and of Haut-Saint-Laurent. The organization also supports businesses with financing, consulting services and business mentoring. www.sadc-suroitsud.org

-30-

Photo Yves Léveillé - Chair of the Board, SADC du Suroît-Sud, Pascal Dupuis - President of Les solutions industrielles MJR inc., Michel Leduc - BDC Manager, Pointe Claire Business Centre, Yvon D'Aoust – General Manager, SADC du Suroît-Sud.

Source:

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