

Metis Economic Development Fund

2017 ANNUAL REPORT

Our overall vision is to foster strong, healthy and self-reliant Metis families, local communities and businesses by stimulating and supporting the start-up and growth of Metis businesses



Proud Member

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The success and ultimate growth of MEDF we attribute to the MEDF staff that are on the front lines every day and the directors for their guidance and support. Thank you to our team of dedicated professionals for your service and passion for - *Helping Metis Business Succeed!*

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Our Goal

The Metis Economic Development Fund has been fueling the entrepreneurial passion of Manitoba Metis entrepreneurs for nearly 6 years. As we continue to stimulate the economic development of Manitoba Metis Businesses & Entrepreneurs by creating investment equity partnerships, we continue to provide positive direct and indirect business impacts while providing socio-economic benefits.

Our Vision

Our vision is to foster strong, healthy and self-reliant Metis families, local communities and businesses by stimulating and supporting the start-up and growth of businesses and partnerships with both the private and public sectors.

Our Mission

MEDF stimulates the economic development of Manitoba Metis businesses & entrepreneurs through providing equity and/or debt financing thus creating investment equity partnerships.

A Message from...

Minister of Economic Development



On behalf of the Manitoba Metis Federation, we are proud of the Metis Economic Development Fund Board and staff for another successful year!

Manitoba Metis entrepreneurs are thriving and the programs and services offered by MEDF are integral to their success. By doing what they do, they have become catalysts in helping create stronger and healthier Metis families.

Keep up the great work!

**Leah LaPlante, Minister
Economic Development**



“We would like to thank our shareholders who have provided support and guidance in the continued success of MEDF and our investees. It is with their assistance that MEDF is able to continue to support the economic development initiatives of Manitoba Metis entrepreneurs!”

- MEDF Team

A Message from...

Minister of Manitoba Indigenous And Municipal Relations



On behalf of the Manitoba government, I am pleased to acknowledge the good work of the management and staff of the Metis Economic Development Fund as you release your 2016-2017 annual report.

Your organization continues to show great dedication and leadership in supporting the growth and development of Metis business initiatives all across the province. Your efforts are helping Metis entrepreneurs achieve their goals, while creating jobs and contributing to community and provincial economic development in the process.

Congratulations on your achievements over the past fiscal year. I wish you continued success.

**Honourable Eileen Clarke, Minister
Manitoba Indigenous and Municipal Relations**



A Message from... MEDF Chair & CEO



Economic growth in Manitoba is expected to improve by 1.9% this year as several indicators are pointing towards improving economic activity. The gains, however, are expected to be modest propelled by a positive outlook in key manufacturing sectors and a ramp-up in investment spending.

Throughout the years, MEDF has been building a Metis Business Directory, essentially mapping the economic landscape of our Manitoba Metis entrepreneurs. As of April 1, 2017, Manitoba's population grew to 1,332,629 with 84,077 registered active corporation on record at the Manitoba Companies Office. Utilizing information we have gathered over the years, we estimate 4,000 of these businesses are owned and controlled by Metis entrepreneurs. Today, only 526 businesses have been identified by MEDF which we communicate to on a regular basis.

As MEDF continues to promote the services available to Metis entrepreneurs, awareness is increasing and so is our directory. Building upon these activities and coupled with our partnered support, Metis entrepreneurs have access to the financial resources to support higher levels of business growth.

These Manitoba Metis entrepreneurs are in the following sectors: Services, Sales, Construction and Professional.

The programs offered through the Metis Economic Development Fund are gaining more interested year over year. During our last fiscal year, client meetings increased 19% to 156 Metis entrepreneurs where MEDF staff spent time reviewing and understanding the unique business opportunity presented. At the same time, the MEDF following through our website visits continue to surpass expectations. Last year almost 2200 unique visits were recorded at www.medf.ca - -- we are getting out the message out.

Thank you to the Manitoba Metis Federation and Province of Manitoba Indigenous and Municipal Relations for their guidance and support throughout the year. Thank you to the MEDF Board Members for all their hard work and dedication as we strive to achieve our common mission. Lastly, thank you to the staff for being committed to...Helping Metis Business Succeed!

On behalf of MEDF Inc., it is our pleasure to present the Fiscal 2016/17 Annual Report & Audited Financial Statements. Meeqwetch.

\$5.9m

Dollars invested
into Metis
businesses

\$14.5m

Dollars
leveraged

Jobs created or
maintained

380

345

MEDF Inquiries

Investment and financing
transactions

31

Our Story...

Manitoba Metis businesses are gaining momentum as activity levels have increased year over year. This is great news!

At the same time, MEDF awareness is increasing as management executes our action plan and is reaching more businesses than ever before.

With steady proactive initiatives and continued marketing, we will strive to achieve our common mission of – *Helping Metis Businesses Succeed!*

Our Results

Metis Business Directory



Followers on Social Media



Of our directory are
Women Entrepreneurs



MEDF Website Visits



123456



Mailed Marketing Letters to
Directory



*Since Inception

HIGHLIGHTS OF OUR YEAR



PLACE



PRODUCT



PROMOTION

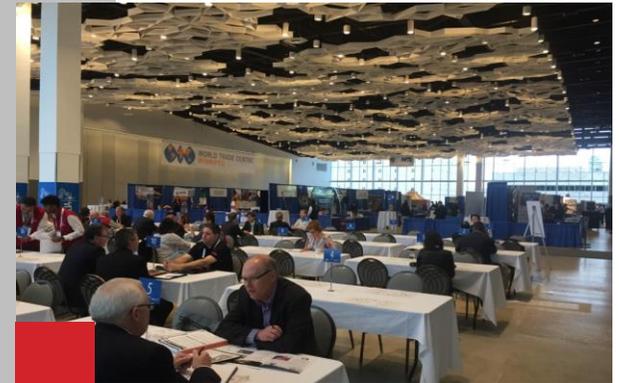
KEEPING BUSY

Keeping it simple and consistent! – Managements plan was to continue to market and promote MEDF's programs & services through economic development events.



ACC 11th Annual General Assembly

This year, MEDF sponsored the 10th annual golf tournament held at Larters in St. Andrews. More than 120 golfers came through



Centralia

MEDF attended Centralia this year and had the opportunity to meet with business leaders in various sectors. These meetings have the potential to identify new leads, new partnerships and uncover new or hidden markets.



Metis Business Conference

Over 110 entrepreneurs, business development officers and partners attended the 2-day conference. The conference included expert presenters, key note speakers and other various value add elements.



EABLA Awards

MEDF investee Covert Logistics was awarded with a business excellence award at this year's EABLA event. The EABLA dinner is one of Manitoba's most prestigious events for honouring Aboriginal business leaders.

MMF 49th Annual
General Assembly



CAMSC Aboriginal
Opportunities
Conference



Small Business Week
Kick Off



EVENTS



SHE Day 2017

Vision Quest 2017



THE MANY FACES OF SUCCESS



The best success stories we can tell you belong to the strong willed and determined Metis entrepreneurs we support. It is through their hard work and inspiring resilience that we are able to share just a few of their stories.



Todd Habicht, President
HD – Petroleum

Small refinery, huge potential! HD- Petroleum has developed a small scale waste oil micro-refinery, providing a profitable and sustainable solution for the processing of waste oil refining to commercial diesel fuel consumption. The technology creates opportunity for many regions and industries to be part of the solution, while creating local employment and reducing the environmental impact of waste oil.

CEO: Todd Habicht
INDUSTRY: Oil & Gas
LOCATION: Winnipeg, Manitoba
INVESTED: February 2013 /
COMPANY SIZE: 7-10
Employees
WEBSITE: hdpetroleum.com



Lee Sanders, President
Security Glass

Security Glass' objective is to have a one stop shop for all commercial or residential glass needs through a full scale product line and exceptional customer service. By developing a state of the art system in a central location such as Winnipeg, Security Glass is well on its way as one of the market leaders.

CEO: Lee Sanders
INDUSTRY: Glass Product
Manufacturing / **LOCATION:**
Winnipeg, Manitoba /
INVESTED: January 2014
COMPANY SIZE: 35 - 45
Employees
WEBSITE: www.spgglass.ca



Rob & Caralyn Rabichuk
Covert Logistics

The transportation industry has incredible economic importance. With deep roots in transport, Covert Logistics has grown year over year from their modest beginnings under the name Connect Logistics since 2002 by offering first hand understanding of customer needs and providing the best transport solutions in the market.

CEO: Rob & Caralyn Rabichuk
INDUSTRY: Trucking & Courier
LOCATION: Winnipeg, Manitoba
INVESTED: January 2014 /
COMPANY SIZE: 40 - 50
Employees
WEBSITE: covertlogistics.com



Jeff Klause, President
Voyageur Internet

Voyageur Internet is an Internet Service Provider specializing in providing high-speed internet access to communities in Manitoba. Voyageur specializes in telecommunications and Internet infrastructure. They offer residential and business enterprise packages to suit your needs, local customer service, and are always working to expand our network to better serve you.

CEO: Jeff Klause
INDUSTRY: Telecommunications
LOCATION: Winnipeg, Manitoba
INVESTED: July 2016
COMPANY SIZE: 5 - 10
Employees
WEBSITE: voyageurinternet.ca

OUR FINANCIAL RESULTS / AUDITOR COMMENTARY AND HIGHLIGHTS



Since inception, MEDF has taken great pride in producing a clean audit each and every year as management has always been very diligent in monitoring and documenting the Fund's spending activities. This year, PriceWaterhouseCoopers audited the accompanying financial statements of MEDF, which comprise the statement of financial position as at March 31, 2017 & the statements of operations and changes in net assets and cash flows for the year. The sustainability of our program ensures our impact continues to grow with our Metis entrepreneurs, who create economic value and new jobs, creating a better Manitoba for us all.

OUR MARKETING STRATEGY:

The marketing of the Fund will be part of an overall goal of establishing a cohesive network of individuals and businesses which aligns Manitoba Metis with economic development opportunities. Ultimately, we aim to be a center of Metis economic development and a catalyst for investment & business growth connecting Metis entrepreneurs to the financial industry, government, and each other. As a result, MEDF has identified two distinct marketing strategies necessary to attract potential deal flow, through direct and in-direct channels. To encourage deal flow within each target profile, specific marketing strategies and tactics are utilized to maximize the return on effort. Therefore, focusing on our successes over the past years, the following goals are planned and detailed below:

- ✓ **DIRECT MARKETING STRATEGIES** (known Metis businesses & entrepreneurs): Leveraging the Metis Business Directory, we plan on direct mailing entrepreneurs, communicating through social media, and advertising our website to highlight our program and resources available to financially support business activities.
- ✓ **IN-DIRECT MARKETING STRATEGIES** (economic development offices, government, and private industry): Communicating with these organizations so they can act as "champions" referring opportunities to the Fund.





OUR TEAM: BOARD & STAFF



Robert Penwarden, MEDF Chair



Richard Kachur, MEDF Co- Chair



Arnold Asham, Secretary Treasurer



Mike Bettens, MEDF Director



Sean McCormick, MEDF Director



Carly Souque, Business Development Manager



John Coutris, MEDF CEO



Erica McDonald, MEDF Office Manager



Alex Hosfield, MEDF Summer Intern

Connect with us online!



Facebook.com/Metis-Economic-Development-Fund-Inc.



@MEDFInc



Metis Economic Development Fund Inc.



Metis Economic Development Fund

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