



# ANNUAL REPORT 2020

## Metis Economic Development Fund

[medf.ca](http://medf.ca)



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# TO OUR SHAREHOLDERS

The Metis Economic Development Fund (MEDF) is celebrating its 8th year “Helping Métis Business Succeed” since launching the Funds program and activities. Over this past year, staff were focused on hosting events to engage Metis entrepreneurs to connect with the Metis community and build business relationships to support local growth. In addition, the staff marketed our programs & services to Métis businesses & entrepreneurs while encouraging the trade and commerce throughout Manitoba --- a busy year!

Our investment portfolio now holds 8 diversified companies within our local economy to include: HD-Petroleum, Security Glass, Covert Logistics, Voyageur Internet, Nonsuch Brewery Co., Salisbury House Restaurants, HUB Technology Solutions and Transcona Roofing. Learn more about these businesses by visiting our website at [www.medf.ca](http://www.medf.ca) to learn more and view the video testimonials found within the “Success Stories” tab. Our businesses & entrepreneurs are competing within our local market and growing!

Continuing the momentum built over the years, MEDFs services and reputation is positioned to support Metis businesses in all sectors of the local economy. Our team has accomplished key business milestones and we anticipate that this fiscal year will also be another exceptional year supporting Manitoba Metis businesses. Our partnered Metis businesses have the access to capital and support to reach new levels of business success ensuring a sustainable Fund for future Metis generations.

Thank you to the Manitoba Metis Federation for their faithful support and guidance assisting MEDF Metis entrepreneurs. Thank you to the volunteer MEDF board members for all their dedication and hard work as we work towards our vision & mission. Lastly, thank you to the staff for being committed to “Helping Metis Business Succeed!”.

On behalf of the MEDF Inc., it is our pleasure to present the Fiscal 2019-20 Annual Report & Audited Financial Statements.



John Coutris  
Chief Executive Officer, MEDF



Bob Penwarden  
Chair, MEDF

# GREETINGS FROM MMF...

The Métis Economic Development Fund (MEDF) has done a terrific job of creating opportunity for Manitoba's Métis entrepreneurs to grow their businesses. The services provided by MEDF is a key component of our economic development strategy as we continue towards our goal of developing a resilient and self-reliant Manitoba Métis Community.

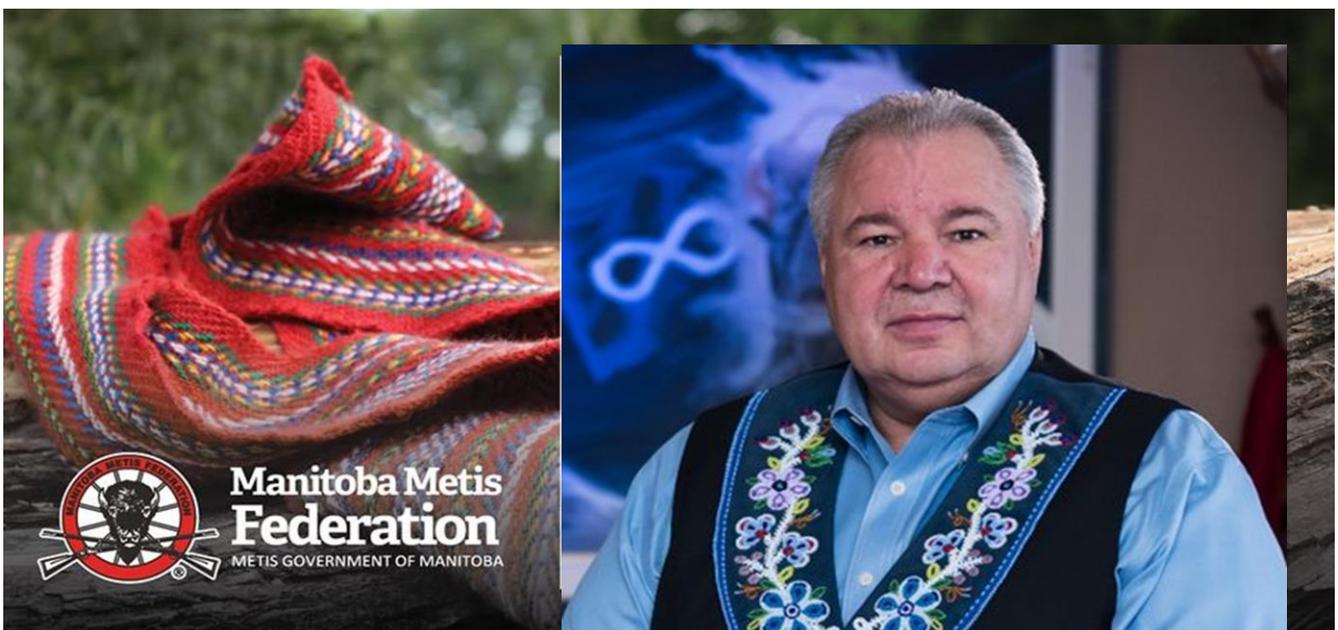
With respect to access to capital, your Manitoba Métis Government envisions a future where Métis entrepreneurs and their businesses are on an even playing field with all other Canadians. In order to achieve this MEDF will help grow and develop Métis Businesses and close the gap.

This year, COVID-19 presented a unique challenge to all businesses across the globe. Partnered with the Louis Riel Capital Corporation, MEDF provided critical services to Métis entrepreneurs affected by this pandemic. MEDF staff answered the call and assisted in navigating these uncertain waters.

As we continue to wrestle with this global challenge, I would like to commend MEDF Chair Bob Penwarden and the rest of the MEDF Board and staff for their leadership and dedication.

Meeqwetch,

David Chartrand LL.D (hon), O.M.  
President



David Chartrand  
President, MMF

# 2020 YTD Results

The MEDF 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.

## Statistics

Total Investments	8
Total MEDF Investment Portfolio	\$3,416,551
Leveraged Dollars (\$)	\$13,338,207
Leveraged Percentage (%)	389% or 1:3.89
Jobs Created / Maintained	620
Total Value of Projects	\$18,923,058
Total Value of Companies at Investment	\$29,011,751

## Our Investment Portfolio



# MEDF Investment



**HD-Petroleum Inc.**  
Mr. Todd Habicht, CEO

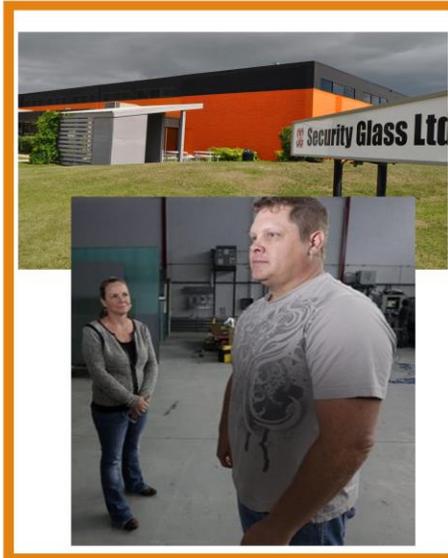
*Industry: Oil & Gas*  
*Location: Letellier, MB*  
*Invested: February 2013*  
*Company size: 7-10 employees*

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.

[www.hdpetroleum.com](http://www.hdpetroleum.com)

# MEDF Investment

Security Glass manufactures tempered glass, sealed units, staircases, railings, aluminum windows & doors, and more - a one stop shop for all glass needs.



**Secuirty Glass Inc.**  
Lee Sanders, CEO

*Industry: Glass Product  
Manufacturing  
Location: Winnipeg, MB  
Invested: January 2014  
Company size: 35-45  
employees*

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

## **Covert Logistics**

Mr. Robert Rabichuk, CEO

*Industry: Trucking & Courier*

*Location: Winnipeg, MB*

*Invested: March 2015*

*Company size: 40-50 employees*



[www.covertlogisctics.com](http://www.covertlogisctics.com)



# MEDF Investment

Covert Logistics "Behind The Scenes of Transport" builds tailored transport solutions in Winnipeg and the surrounding area.



## MEDF Investment

**Voyageur Internet**  
Mr. Jeff Klause, CEO

*Industry: Telecommunications*  
*Location: Winnipeg, MB*  
*Invested: July 2016*  
*Company size: 5-10 employees*



Voyageur Internet is an Internet Service Provider specializing in providing high-speed internet access to communities throughout Manitoba.

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



## MEDF Investment

Nonsuch Brewing Company is a micro-brewery crafting beer in the heart of Winnipeg founded in 2016. We share our name with The Nonsuch – the first trading ship to reach the Hudson Bay and establish Manitoba's trading history. The name means "none such", i.e. "unequaled".



**Nonsuch Brewing  
Company**  
Mr. Matthew Sabourin,  
CEO

*Industry: Manufacturing  
Beverage Breweries*  
*Location: Winnipeg, MB*  
*Invested: August 2017*  
*Company size: 2-4  
employees*

[www.nonsuch.beer](http://www.nonsuch.beer)

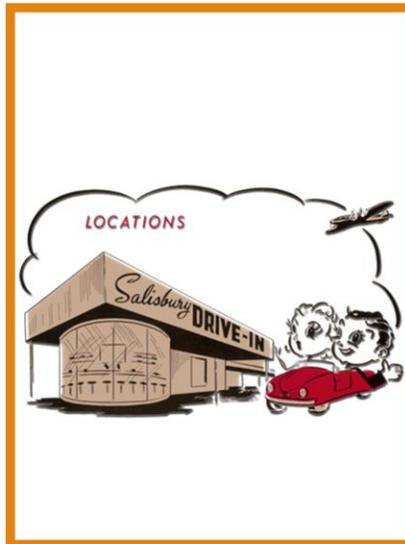




# MEDF Investment

Dedicated to ensuring a quality experience for every Guest. With each visit, our Guests are treated to our "YES WE CAN" philosophy – our team is committed to making your every visit to Salisbury House an exceptional one.

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



## Salisbury House

*Industry: Franchise Restaurant*

*Location: Winnipeg, MB*

*Invested: November 2017*

*Company size: 500 employees*



# MEDF Investment

## HUB Technology Solutions

*Industry: Computer Systems Design and related services*

*Location: Winnipeg, MB*

*Invested: January 2019*

*Company size: 15-20*

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



When your IT systems are aligned with your business goals, that's Smarter IT

HUB Technology Solutions was first started as a part-time venture back in 1989.

HUB is growing with over 100 active clients throughout Manitoba, across Canada and the United States.

We have helped hundreds of leading businesses like yours.

Services you can trust: Consulting, Strategy & Design, Support Management, Implementation & Project Management,

Quality IT Solutions, Cyber Security, Networking Systems & storage, Communication & collaboration  
Office 365



Established in 1959, we are a full-service roofing and waterproofing contractor dedicated to building long term relationships with our customers through the installation, repair, & maintenance of industrial, commercial & institutional buildings.

## MEDF Investment

Transcona Roofing

Industry: Roofing Contractors

Location: Winnipeg, MB

Invested: August 2019

Company size: 75-100

## Our Financed Portfolio

MEDF enhanced the Louis Riel Capital Corporations lending program by assisting businesses owned or controlled by Metis in Manitoba with loans for the start-up, acquisition, or expansion purposes.

### Statistics

Current Active Clients	26
Current Active Loans	29
Current Financed Portfolio Balance	\$3,121,470.98
Paid Out Financed transactions	23
Paid Out MEDF Dollar Volume of loans	\$2,769,233.47
Total MEDF Financed	\$6,576,518
Total Leverage Dollars (\$)	\$10,705,400
Total Value of Projects (\$)	\$17,281,918
Total Jobs created/maintained	535

## 2020 Events

*Keep it simple & consistent – Managements plan to continue the marketing & promotion of MEDF's programs and services through establishing a cohesive network of individuals and businesses which aligns Manitoba Metis with economic development opportunities. At the same time, we aim to be a center of Metis economic development and a catalyst for investment and business growth connecting Metis entrepreneurs to the financial industry, government and each other.*

-MEDF Management



## OCTOBER 16 NETWORKING BREAKFAST

### MEDF & LRCC Networking Event

Metis entrepreneurs were invited to join us for breakfast at Salisbury House, 787 Leila Ave, to have an opportunity to network with other Metis entrepreneurs and work together towards mutually beneficial business relationships.

## NOVEMBER 7 VIBE AWARDS

MEDF client Troy McLellan of HUB Technology Solutions was the recipient of this year's prestigious Visionary in Business Excellence Award. He along with 2 other recipients were presented the award at the annual gala evening.



## MARCH 2020 MEDF SPEED NETWORKING EVENT

CANCELLED – MEDF had planned an exciting networking conference that we sadly had to cancel due to Covid-19. Several Metis entrepreneurs were slated to meet with each other in a speed dating style in hopes to create business opportunities for their businesses.

Helping Metis Business Succeed!

metis economic development fund  
**medf**  
www.medf.ca

**Louis Riel**  
CAPITAL CORPORATION  
www.lrcmb.ca

**Metis Speed Networking**  
-Winnipeg 2020

**March 11, 2020**  
Victoria Inn Hotel & Convention Centre  
1808 Wellington Avenue, Winnipeg, Manitoba

6-15 minute meetings • Networking reception to follow

Made possible through the economic development initiatives of the Manitoba Metis Federation

Grants • Financing • Equity

Toll Free: 1-800-387-6004  
in Winnipeg: 204-589-0772

# Social Media

Social media for MEDF has been a source of increased opportunities to share the MEDF story to a large group of followers. The use of Facebook, Twitter, and our email distribution list have provided MEDF the best linkage to our entrepreneurs and/or businesses. Youtube has enabled MEDF to post corporate videos, conferences, and most importantly our client testimonials --- a truly valued medium.



Twitter – 352 Followers



Facebook – 507 Followers



LinkedIn – 105 Followers



Mail Chimp – 350 Subscribers



Youtube – 49 Subscribers

“Social Media is one of, if not the most popular online activity, with 4.2 billion users and 3.2+ billion active users”

# MEDF Board & Staff



Robert Penwarden,  
Chair



Wayne Rivers,  
Co- Chair

## Call us today!

- We encourage Metis entrepreneurs to contact us and speak directly with our knowledgeable staff about your current business opportunity.
- Join the Metis business directory

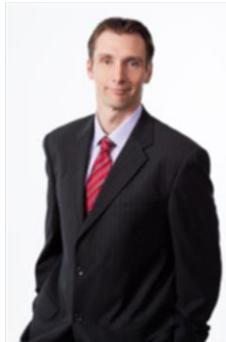
## Contact Us

340 - 150 Henry Avenue  
Winnipeg, Manitoba R3B 0J7  
Phone: 204-589-0772  
Toll Free: 1-800-387-6004  
E-Mail: [info@medf.ca](mailto:info@medf.ca)

## Check us out online

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

[medf.ca/linkedin](https://www.linkedin.com/company/medf-ca)  
[medf.ca/twitter](https://twitter.com/medf-ca)  
[medf.ca/facebook](https://www.facebook.com/medf-ca)  
[medf.ca/youtube](https://www.youtube.com/channel/UC...)



Mike Bettens,  
Director



Arnold Asham,  
Secretary Treasurer



Sean McCormick,  
Director



John Coutris,  
CEO



Erica Fenner,  
Office Manager