



# Fall Newsletter

MEDF has invested over \$5.9 million into Manitoba Metis businesses and leveraged \$14.5 million of institutional and private investment.

*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.*

## MEDF Investment Portfolio



**TODD HABICHT, CEO  
HD - PETROLEUM  
WINNIPEG, MANITOBA**

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, CEO  
SECURITY GLASS  
WINNIPEG, MANITOBA**

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.sgpglass.ca



**ROB & CARALYN RABICHUK, CEO  
COVERT LOGISTICS  
WINNIPEG, MANITOBA**

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



**JEFF KLAUSE, CEO  
VOYAGEUR INTERNET  
WINNIPEG, MANITOBA**

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



**MATTHEW SABOURIN, CEO  
NONSUCH BREWING CO.  
WINNIPEG, MANITOBA**

Our company contributes to our great city's culture and our brewery's reputation in North-America makes all Manitobans proud. Our mission is to make beer worth brewing and deliver it in an experience worth remembering. Beyond the beer, we want to build a brand worth caring about and contribute to Winnipeg's reputation as a cultural center.

**CEO:** Matthew Sabourin  
**INDUSTRY:** Manufacturing Beverage Breweries  
**LOCATION:** Winnipeg, Manitoba  
**INVESTED:** August 2017  
**COMPANY SIZE:** 4 Employees  
**WEBSITE:** nonsuch.beer



*The Fund has an overall goal of establishing a cohesive network of individuals and businesses which aligns Manitoba Metis with economic development opportunities. We aim to be a centre of Metis economic development and a catalyst for investment & business growth connecting Metis entrepreneurs to the financial industry, government, and each other.*

## The importance of Networking:

- Networking is great for sharing ideas and knowledge. Whether it's asking for feedback or discussing your point of view, it will help you expand your knowledge and allow you to see things from another perspective.
- It is also likely that within a group there will be those who have already been where you are today. This provides you with an opportunity to learn and avoid some of the common pitfalls they experienced.
- It's natural that networking will result in opportunities. The thing you will not know is when or how they will materialize. Whether it's a referral, offer partnership or request for your service or product, it is important to be ready to seize opportunities when they come along.
- Remember you are not just gaining exposure to the people in the room, you are building connections with their network too. If someone they know has a need that matches your business, if you have made an impression, you will likely get a referral.
- If someone in your network matches a business you encounter at an event, don't hesitate to share their details. It will only strengthen your relationship.
- By regularly networking, and pushing yourself to talk to people you don't know, it will help increase your confidence. This is an important attribute as a business owner, because your business growth is dependent on talking to people and making connections.
- Being visible and getting noticed is a big benefit of networking. By regularly attending business and social events, people will begin to recognize you. This can help you to build your reputation as a knowledgeable, reliable and supportive person by offering useful information or tips to people who need it. You are also more likely to get more leads and referrals as you will be the one that pops into their head when they need what you offer.

**Call us today and join our MEDF mailing list to learn about networking events near you @ [www.medf.ca](http://www.medf.ca)**

## Helping Metis Business Succeed

## Our Mission

MEDF expands the participation of the Metis people in Manitoba by stimulating and advancing economic development activities.

## Our Vision

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.

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Social Networks:

