



SASKMETIS ECONOMIC
DEVELOPMENT CORPORATION
Serving Métis Business Since 1987

Programs and Activity Report February 28, 2015

In Saskatchewan, Metis are increasingly entering the world of business and generating wealth for themselves and their communities. Business is being used as a key to returning the tradition of pride and self-sufficiency to the people. New business ventures are being launched in many different areas.

SMEDCO'S MANDATE

The SaskMétis Economic Development Corporation, or SMEDCO, is a Saskatchewan Metis-owned lending institution created to finance the start-up, purchase and/or expansion of viable Metis-controlled small businesses based in Saskatchewan.

SMEDCO was capitalized in 1987 with a five million dollar capital base through the Native Economic Development Program. From 1991 to 1994, SMEDCO received \$890,000 in additional capital from Aboriginal Business Canada for the Supplementary Equity Program. From May, 2002 to February 2012, SMEDCO received an additional \$3.155 million in loan capital.

Since its beginnings in the fall of 1987, SMEDCO has had tremendous impact in the Metis community. It has disbursed **1253** loans totalling **\$36 million** for **668** Métis-owned businesses in Saskatchewan. These businesses created or maintained employment for approximately **2029** people within Saskatchewan.

SMEDCO has serviced clients from a wide range of areas including forestry, general service and retail, transportation, tourism and construction.

In order to be eligible for consideration for SMEDCO services, an applicant must be an individual of Metis ancestry or a corporation or other approved entity, controlled or owned by Metis. Depending on the type of service requested, other criteria may also apply.

SMEDCO PROGRAMS

SMEDCO services are delivered on the basis of prudent and sound business principles. This is necessary to protect the integrity of SMEDCO's capital base and to ensure the continued delivery of its services. Since resources are limited, SMEDCO programs are often used to lever financial assistance from other public and private sources.

SMEDCO has designed three programs for the Métis business community:

Small Business Loans Program

The Small Business Loans Program provides a variety of small business loans to finance the start-up, purchase and/or expansion of Metis-owned small businesses.

Types of loans available include direct capital loans, shared capital (syndicated) loans, working capital loans, and bridge financing. The normal maximum loan amount is \$500,000 per applicant; however, SMEDCO can often find additional loan capital for larger business projects through connections with syndicated loan partners. Currently SMEDCO can consider loans up to \$500,000.

Métis Assistance Program (MAP)

The Métis assistance program is a need based non-repayable contribution program available to eligible Metis Entrepreneurs or Metis Development Corporations. In March 2013 SMEDCO signed a contract with Aboriginal and Northern Affairs Canada (AANDC) to deliver this program.

The program can support Metis Businesses to a maximum of \$99,999 or Metis Community Businesses to a maximum of \$250,000. The maximum percentage for general business start-up costs is 40% of eligible project costs.

Business Advisory Services Program

The Business Advisory Services Program began operation in February 1992. This program provided general business information and consulting services and also offers business development workshops for Metis interested in starting or purchasing a business.

For many years the Business Advisory Service employed one or two business consultants to assist with the preparation of business and financing plans, advice on business management and turnaround strategies, and assistance in the completion of grant or loan applications.

In March 2014 direct AANDC funding for this valuable program ended.

SMEDCO through the years completed over 800 business plans and financial projections for Metis clients, and provided thousands of hours of business advice.

ACTIVITY REPORT

Small Business Loans Program (Fall 1987 to February 28, 2015)

Since the fall of 1987, the Small Business Loans Program has received 2,364 applications for loans totalling \$97,837,163.

	<u>Number</u>	<u>Amount</u>
Applications received	2364	\$97,837,163
Loans Disbursed	1253	36,003,808
Loans Outstanding	54	3,836,777

Metis Assistance Program (MAP) March 2013 to March 31, 2015

The Metis Assistance program has approved 51 projects for \$2,547,853. Total Project Financing for these projects was \$12,155,793. The program also provided support for 28 business plans. Several additional projects are pending.

Applications	155
Number of Approvals	51
Amount of Approvals	\$2,547,853
Total Project Financing	\$12,155,793

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