



# MEDO

**DEVELOPMENTS LTD.**

MEDO Developments is a Construction Management and Land Development firm working with the Public and Private sector to create large scale opportunities for redevelopment and construction in the Manitoba marketplace.





*“The economic growth of the Metis people has always been tied to the land. To the Metis government, property development means community development. Improving the economic future of the Metis people means contributing to healthy communities of which we are a part, and the infrastructure that supports them.”*

– David Chartrand, MMF President

## The Business Case for Quality of Life

### MEDO DEVELOPMENTS: A “FOR-BENEFIT” ENTERPRISE

The purpose of MEDO Developments is to generate a profit. However, what sets us apart from other corporations is what we do with those profits. As part of the Crown Corporation of the Metis government, MEDO Developments dedicates its revenue to improving conditions for the Metis people of Manitoba by ensuring a strong and financially secure Metis government to represent them. Together, the Manitoba Metis Federation and MEDO strive to create opportunities for Metis people and businesses to better participate as partners with our province and our country. With this strength behind them, our people can work with other Manitobans and Canadians to move our economy and our society forward.

## CORPORATE BIOS



A successful Metis entrepreneur and business leader within Manitoba, Blake has held Senior Management positions with Crown Corporations and numerous partnerships with First Nations groups. Blake brings an extensive background in leading business development and is extremely passionate about economic development for the Metis in Manitoba and Metis groups across Canada.



Ryan holds a Master’s of City Planning and possesses an operations management background in varied environments – including participatory communication processes, public consultation events, community proposals for sustainable design interventions and secondary plan frameworks. He has demonstrated an ability to manage a variety of projects and activities.



Brad graduated with a MA from University of Manitoba in 1998. He eventually became an Instructor at U of M in 2003, before moving on to Government Affairs and Industry Relations activity for an agricultural lobby group: the Canadian Association of Agri-Retailers (CAAR) from 2004 to 2006. Brad then served as Researcher and Policy Analyst for the Progressive Conservative Caucus of Manitoba from 2006 to 2007. He joined the MMF as Policy Analyst in Economic Development in 2008, becoming Director of the Department in 2009. In 2012, he joined MEDO as Senior Project Manager, responsible for business and partnership development.



MEDO has joint ventured with Landstar Development Corporation. Landstar is a real estate development firm with over two decades of steady growth and expertise in office, industrial, commercial, and residential asset classes. Landstar focuses on the development of long-term, high-quality investment grade assets that provide our clients with a high-profile location, energy-efficient building, and people-friendly atmosphere.



## Kiewit Infrastructure Canada

On the estimated \$400 million Pointe du Bois Spillway Replacement Project, MEDO Developments provided key assistance with coordinating Kiewit’s bid submission on the project. The company conducted an extensive labour market analysis, as well as a review of potentially available subcontractors in the vicinity of Pointe du Bois as defined by Manitoba Hydro. MEDO Developments’ contribution was significant in terms of successfully bidding on the design phase of Pointe du Bois.

Having successfully obtaining the authorization to proceed with the spillway replacement, Kiewit has re-engaged with MEDO Developments to create a personnel recruitment strategy for Metis individuals to work on the project. The company is also committed to coordinating access to valuable workforce training supports through the Manitoba Metis Federation’s Human Resource Development Department.

## Winnipeg Environmental Remediations Inc.

MEDO Developments assisted WERI with its submission to Manitoba Hydro for the construction of a solid waste disposal site at its generating station. The company’s participation helped provide an Aboriginal component to this submission as well, and included coordinating access to Metis persons to join WERI’s ranks under Aboriginal workforce development.

In addition, MEDO Developments also coordinated access to ESGS Inc. to serve as a source of procurement of materials and services required by WERI to complete the project. ESGS is a sister company to MEDO Developments and specializes in procurement of goods and services to a variety of clients in both the public and private sectors.

## PROPERTIES

### 150 Henry Avenue, Winnipeg

MEDO Developments successfully purchased the property at 150 Henry Avenue – the Home Office of the Manitoba Metis Federation. This purchase included the parking lot immediately adjacent to the property. Ownership of 150 Henry Avenue by MEDO Developments was of considerable benefit to the MMF, as it relieved the Metis government of a significant administrative burden.

As a property management entity, MEDO Developments is able to maximize the opportunity inherent in 150 Henry Avenue to make renovations that will fully capitalize on the available square footage, provide improvements to the building’s infrastructure and market available space in the building to additional tenants.

The end result for the MMF is that the Metis government is able to fully concentrate on meeting the needs of the Metis people of Manitoba through its service delivery, without the additional duress of property management.

### 1261 Main Street, Winnipeg

This property is one of the former office locations for Metis Child and Family Services administration. As MFCS is currently undergoing an expansion, the location was no longer able to support the needs of Child and Family Services. The purchase and redevelopment of the Naylor Building enabled MFCS to expand as the property was effectively tailored to meet their needs. Meanwhile, MEDO Developments facilitated the sale of 1261 Main Street on behalf of the MMF.





## 70,80,90 Sutherland Avenue

(The Naylor Building), Winnipeg

MEDO Developments negotiated the sale of the former Winnipeg site of Naylor Publications, purchasing the property with the goal of offering space for lease by a variety of businesses. The purchase of the property was accompanied by obtaining lease commitments from a variety of tenancies, including the Metis Child and Family Services Authority and the Winnipeg Regional Health Authority. This acquisition has available

## 11 Sutherland Avenue, Winnipeg

Located in South Point Douglas, the property at 11 Sutherland Avenue is in a key location for redevelopment.

This property was purchased with the intent to explore redeveloping the location into multiple family dwellings to provide an affordable source of housing for lower income families in the City of Winnipeg.

Property Management Support for the MMF Regions

**MEDO Developments plays a lead role in coordinating property acquisition and sales for many of the Federation's seven Regions, as well as property held by the MMF itself.**

## St. Malo

MEDO Developments assisted the MMF with a successful sale of a gas bar operation in St. Malo, including the property.

## Dauphin

We helped facilitate the MMF's Northwest Region and Metis Child and Family Services leasing space at 505 Main Street to MCFS.

We also helped the Northwest Region relocate its offices to 611 Main Street as well.

## The Pas

MEDO Developments has assisted with leasing space at 456 Fischer Street to Metis Child and Family Services, as well as negotiating and leasing property at 202 Edwards Street for the The Pas Region main office.

## Duck Bay Community Hall

MEDO Developments serves as the General Contractor, facilitating access to a local construction project in Duck Bay Manitoba. Destroyed by fire in 2011, the Duck Bay Community Council and Manitoba Aboriginal and Northern Affairs commissioned a tender for the reconstruction of a building that served as the centrepiece for social activity in the community.





**70, 80, 90, 100 SUTHERLAND AVENUE**

This property was recently purchased by MEDO Developments in the Spring of 2012 and it includes a parking lot and green space immediately across the street. This multiuse building complex provides a strong opportunity for further development in the community. Over the last year, MEDO Developments has been meeting with local stakeholders as well as the community's City Counsellor to discuss what type of redevelopment and programming they would like to see here.

Current and future tenants include Metis Child & Family Services, the Winnipeg Regional Health Authority, Pemmican Publications, Kitchen and Bath Specialists, MEDO/ESGS Production Services, as well as the Boys and Girls Clubs of Winnipeg. With a strong community minded Tenant base it is our intention to help contribute to the safe redevelopment and beautification of the surrounding community in accordance with the Our Winnipeg Complete Communities Direction Strategy.



**49 AUSTIN STREET**



**11 SUTHERLAND AVENUE**

Development of the parking lot in front of the 150 Henry building presents a very exciting opportunity to help rejuvenate the South Point Douglas area and spur further development in the community.

MEDO Developments currently owns 11 Sutherland Avenue. This location and the neighbouring empty lot are the planned redevelopment sites of a 6 to 8 suit housing development that will be leased by Metis Child and Family Services.

# LOCAL





### MMF HOME OFFICE & SURROUNDING AREA

MEDO Developments is the current owner of the property located at 150 Henry Avenue. We are currently undergoing a staged redesign and redevelopment of the building and surrounding property.



### 340 MACLAREN STREET - OTTAWA

MEDO Development owns 340 MacLaren Street in Ottawa, Ontario. The property houses the Metis National Council's Main office.

# WE S A WE



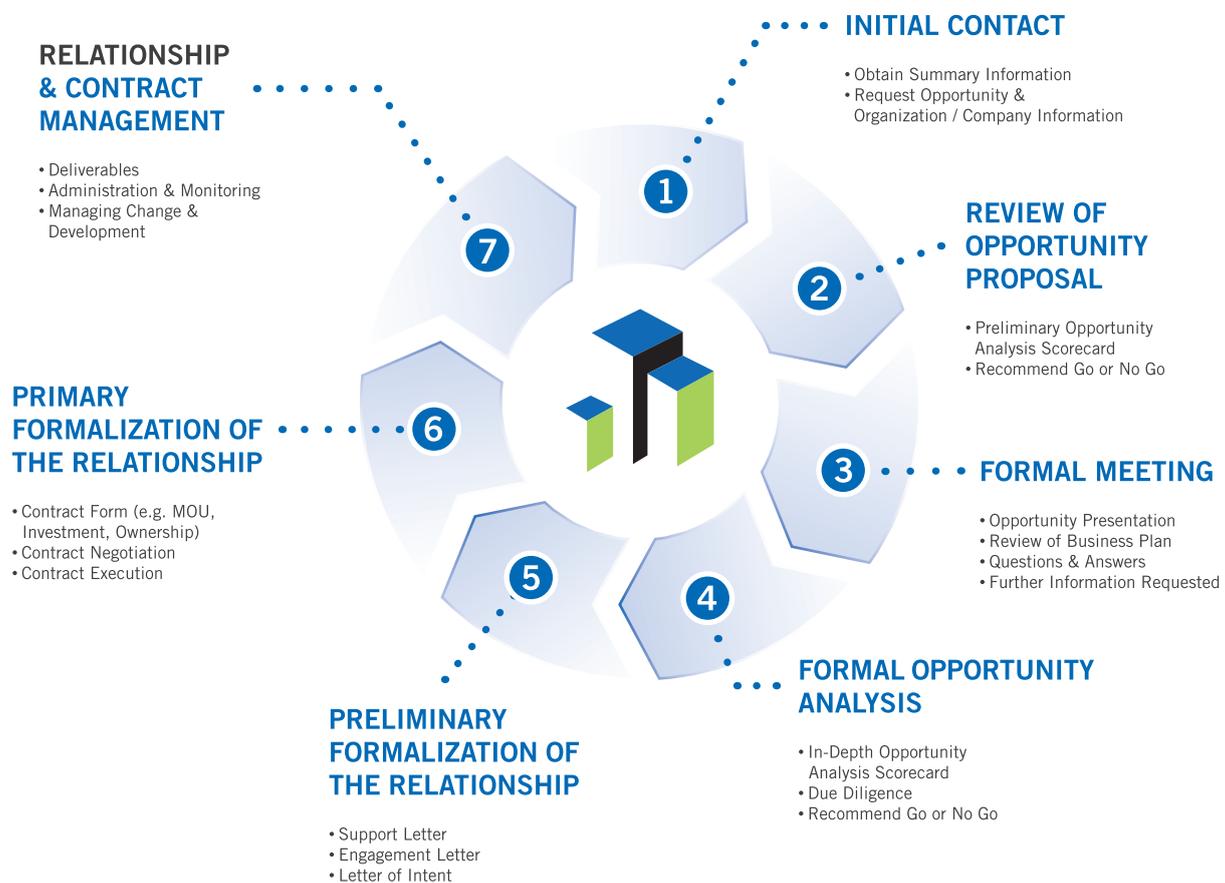
# The Metis Economic Development Strategy

The goal of the Metis Economic Development Strategy is to foster strong, healthy and self-reliant Metis families, local communities and businesses in the immediate, medium and long-term by:

- Understanding the evolving opportunities and barriers to Métis economic development.
- Positioning people, businesses and governance to take advantage of economic opportunities.
- Recognizing, anticipating and creating economic opportunities promptly and decidedly and coordinating actions to seize them.
- Building and maintaining networks, relationships and partnerships.
- Connecting workers and businesses with appropriate opportunities to pursue.
- Stimulating and supporting the start-up and growth of businesses and partnerships with both the private and public sectors.

...so Metis quality of life is comparable to that of other Manitobans and Canadians.

## ENGAGEMENT PROCESS





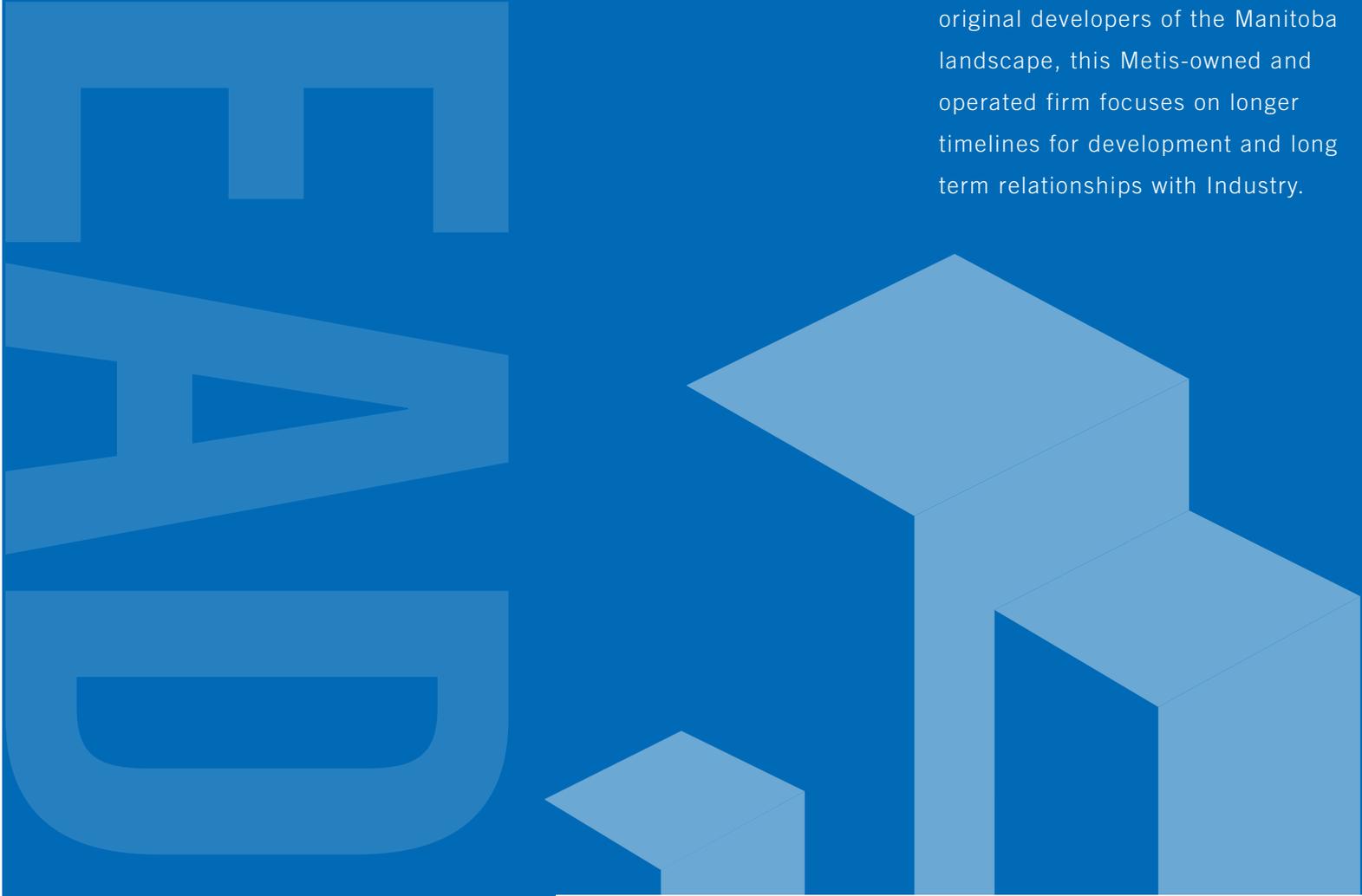
## MEDO Developments is a subsidiary

of the Metis Economic Development Organization that has a mandate to lead the sourcing and securing of opportunities within the property, infrastructure and construction sectors for relationship building, investment and ownership.

The Metis Economic Development Organization is a business investment and management organization that makes strategic business decisions based on generating profit and building capacity for the long-term sustainability of the Metis Nation within Manitoba.

## MEDO Developments is committed

to local development of people and assets, MEDO Developments works with communities and local people to bring a “community focus” to development projects. As the original developers of the Manitoba landscape, this Metis-owned and operated firm focuses on longer timelines for development and long term relationships with Industry.



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