



THE CHALLENGES OF DEVELOPING A CORPORATION IN THE NORTH

M&T Enterprises Ltd.

Who are we?



- M & T Enterprises Ltd. is a 100% Inuit-owned Rankin Inlet-based company that offers various services such as, cargo off loading and on loading, airline services, freight delivery, fuel delivery, household moving, construction, snow removal, expediting and ground transportation. Our target markets are the mine development and mineral exploration companies, airlines, government and local residents.

Who are we?



- Mission Statement:

M&T Enterprises Ltd. is focused on overall logistics and expediting in the community of Rankin Inlet and throughout the Kivalliq Region. Our commitment to long standing customers, the residents of Rankin Inlet, along with our new customers, we intend to adhere to the highest quality service. M&T is always open to new business or joint ventures and are willing to help any business who wants to do any work in Rankin Inlet.

- Vision Statement:

M&T Enterprises Ltd. vision is to improving and evolving into a first-class corporation. We see ourselves as the main expeditor and logistics company in the community and region and will be looking to expand in other areas in the mining and airline industry.

- Corporate Values:

M&T Enterprises Ltd. core values are, dedication to their employees, and the community of Rankin Inlet. We want to see our people grow by training and offering them every opportunity made available.

M&T Milestones



- June 19, 1979 1st day of business- then owners Peter Tatty & Angelina Mercer
- Focused on local deliveries, off loading planes with a small office & warehouse
- 1991 Awarded 10 year contract for Fuel Services in Rankin Inlet with the GN, re-awarded in 2001 (10 year) and 2011 (5 years).
- 1994 opened a new warehouse/office adjacent to the airport
- 2002 purchased heavy equipment- gravel haul and snow removal
- 2003 formed a Joint Venture with Nuna Logistics named Nuna M&T
- 2008 Nunasi Corporation and Sakku Investments purchased 2/3 of the company buying out Angelina Mercer and leaving Peter Tatty with 1/3 of the business
- 2010 The Joint Venture, "Nuna M&T" established a partnership with Peter's Expediting Ltd. (based out of Baker Lake) and Northern Networks Ltd. (based out of Arviat) named Kivalliq Services

The Challenges



- Lack of Capacity

- This is difficult when we want to provide proper training
- **Solution:** Develop training module

- No Shows

- Common across the North
- Puts a strain on business
- **Solution:** With new HR Coordinator we are hoping to resolve this



Challenges



- Operating Costs
 - This is something we have always dealt with but it is a major challenge. How do you explain to a company from Southern Canada the cost of moving equipment can be at times double what it is in the South
 - Mainly due to the high cost of living
 - **Solution:** Working with Airline and Sealift companies for better cargo rates



Challenges



- Travel

- In order for us to travel to meet with customers and potential partners comes at a high cost.
- **Solution:** Working with airline, hotels and car rental companies on travel rates



The Challenges



- Fighting for employees
 - Government of Nunavut & Mining and Exploration Companies
 - **Solution:** offering an employee benefit package to compete

- Lack of Community Infrastructure
 - We have existing warehouses but with the community is facing issues with roads, ports and services
 - **Solution:** we are looking to work with Government and other private companies on P3 projects to move these projects forward.

- Growing pains
 - From Mom and Pop business to major corporation
 - **Solution:** Hiring more management to control on the ground issues, working on strategic plan and focusing on what we do best...GET THE JOB DONE

Advantages



- Open 364 days/year
- Location
 - We are strategically located near the airport and in Rankin Inlet
- Long Standing, stable company
 - We are moving into our 34th year of business showing we are able to survive as a company in the North
- Respect from the Community
 - Every year we host various events and give sponsorships/donations to give back to the community showing our appreciation

Advantages



- Some infrastructure in place
 - Rankin Inlet is more advanced than most communities
 - M&T has various warehouses and equipment for all companies service needs



Advantages

■ Local hires

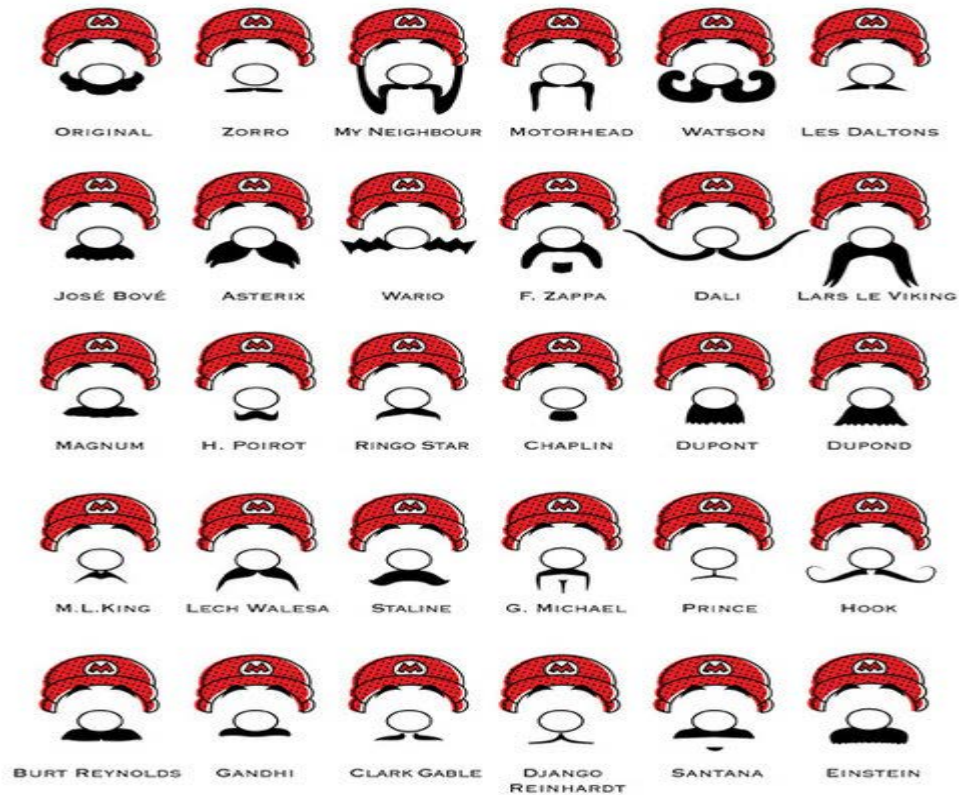
- 46 full time employees, up to 60 with seasonal work
- 91% Inuit employment
- 100% living in Rankin Inlet
- 98% are Inuit or have an Inuit beneficiary as a partner

■ Joint Ventures

- Faced issues with companies not respecting what M&T core values are: *dedication to their employees, and the community of Rankin Inlet. We want to see our people grow by training and offering them every opportunity made available.*

Movember

- To donate contact Damian or Pujjuut



Contact information

- Hamish Tatty- General Manager
 - Email: htatty@gmail.com
 - Phone: 867-645-6922
- Damian MacInnis- VP Business Development
 - Email: examnt@gmail.com
 - Phone: 867-645-2778
- Website: www.mtenterprises.ca

(Developed by Aglu Training and Consulting Ltd.)