



10/07/2009

Your Planning, Development, & Management Professionals

*Our Vision.....*

*“HMC Management will be recognized as the leading business and community development consulting partnership in Saskatchewan and Manitoba by providing quality and affordable end products for our customers”*

# HMC MANAGEMENT INC.

## CORPORATE PROFILE

### HOW TO REACH US:

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### CURRENT PROJECTS

-  **Broadview Investment Group (New Wave Innovations Inc.), Broadview Sask.** – Corporate Development Support, Assembly Plant Construction Management
-  **Plains Livestock, Porcupine Plains, Sask.** - Feedlot Management Support, Human Resource Development, Board Development and Training, Policy Development.
-  **Western Prime Meats, Weyburn, SK.** – Development and Operations Support
-  **South Central Enterprise Region** – Corporate Development and Operations Support
-  **Edgewater Development Corporation - RM of Alexander/Town of Powerview-Pine Falls, MB**  
Corporate Development
-  **PCH Holding LLP** – Corporate Development
-  **City of Portage la Prairie MB** – Economic and Land Development Support

## VALUES

Our high level of service is driven by the VALUES which direct our company:

 **FAMILY**

**Our families are important and a balance with our business workload will always be our #1 Value.**

 **INTEGRITY**

**HMC believes that being honest and ethical with our customers is the best practice and will always place the interests of our customers ahead of our own, without exception.**

 **SERVICE PLUS**

**HMC believes in providing our customers with service plus and will continually reach beyond our contractual obligations so that our end product exceeds the expectations of our customer.**



 **AFTER THE JOB IS DONE**

**HMC believes that working with our past clients is important and is prepared to provide support after our contract is complete.**





## HMC AND THE PARTNERS

This Partnership has been around for 31 years and was formalized in 1998 to create HMC Management Inc. We have been involved in the economic and community development business throughout Saskatchewan and Manitoba and we believe we can offer a competitive product to potential clients at a reasonable cost.

Our expertise is drawn from the collective strengths of our years of experience in economic and corporate development which includes:

-  Taking a grass roots approach to identifying realistic solutions;
-  Trusting that we will provide you with the goods straight-up along with a realistic approach to dealing with the business and organizational development issues you face.

Our strength and our competitive advantages are:

-  We listen to you;
-  We learn your business;
-  We work in partnership with you, and
-  We can do whatever it takes to get the job done the first time, on time, and all the time.

**Sounds too simple but it is true.**

Our best marketing strategy is working with our repeat customers, time and time again.

## HMC PARTNER PROFILES

### Dean Yaremchuk



Mr. Yaremchuk has over 29 years of direct municipal government service, all at a senior management level, serving in various positions ranging from Director of Parks and Recreation to Director of Planning and Development to City Manager, to Director of Economic and Community Development.

Twelve of those years were spent in Saskatchewan working for the municipal governments in Moosomin, Hudson Bay, Melfort, and Yorkton with the balance of time being spent with the City of Portage la Prairie, Manitoba.

During his career, Mr. Yaremchuk was a charter and founding member as well as President of the Saskatchewan Recreation Facility Association for three years and was honored by the Association with a Life Membership Award in 1990 for his volunteer contributions. Mr. Yaremchuk also served as President of the Saskatchewan Recreation Society in 1988 and served on that organization in other capacities for four years.

While involved in the recreation business, Mr. Yaremchuk was a charter and founding member for the Canadian Recreation Facilities Council, serving as that organization's first President in 1986 and in that capacity for six consecutive years.

Mr. Yaremchuk was also recognized by the Federation of Canadian Municipalities (FCM) in 2002 as their Outstanding Volunteer to FCM's International Programs completing eight years of work overseas in the Philippines primarily in the areas of municipal governance and strategic planning of which he authored and developed a nationwide resource on that topic.

Mr. Yaremchuk brings a tremendous amount of organizational planning and development, project management, human resource development and governance, and policy development related experiences to the HMC partnership.

With his pragmatic and enthusiastic approach, combined with his strong communication and planning skills, dedicated work ethic, and years of experience, Mr. Yaremchuk is comfortable working with any type of organization in providing practical and useful solutions to issues that they may be facing and sincerely enjoys working with people.



**Larry Lang**

Mr. Lang brings a diversified background to the partnership of HMC Management Inc. working initially in the recreation industry in 1980 in a number of management positions and has since 1992 been in the community economic development field primarily in organization planning and project and business development with a focus on the Agri-business sector more specifically Community Based Cattle Feedlots. Mr. Lang was the General Manager for the Mainline Rural Development Corporation and Regional Economic development Authority for 17 years.

A proponent of well thought out process, while Mr. Lang does not profess to be a lawyer or an accountant he has significant experience in the development of new companies from the ground up including corporate structures, financing and ultimately operations by “following the process”. This saves time and money for our clients by undertaking the drafting of “front end” work for vetting by the appropriate professionals at the right time and before it’s too late.

Mr. Lang brings practical experience in financial analysis and budgeting having developed budget models for companies and organizations ranging from regional not for profit organizations to multi-million dollar private corporations.

Mr. Lang was the Recreation Director for the Town of Broadview from 1980–1985; served as Recreation Facility Operations Manager for the City of Weyburn from 1985- 1987; served as the first Executive Director of the Saskatchewan Recreation Facility Association from 1987 – 1990; and was the Manager of Recreation Facility Operations for the City of Yorkton from 1990- 1992.

Mr. Lang has been a volunteer and has been recognized in the past by his peers for those efforts. While involved in the recreation business, Mr. Lang was a charter and founding member for the Canadian Recreation Facilities Council.

Continuing his commitment to community and economic development Mr. Lang is a Past President of the Saskatchewan Economic Development Association and receiver of its Ron Munroe Award for dedication and commitment to the organization.

Mr. Lang has also been a member of the Board of Directors for the East Central Development Corporation (Community Futures) for 21 years, a member of the Board of the Community Futures Partners of Saskatchewan for 12 years and has been recognized for his work as Volunteer of the Year in 2007.

Mr. Lang brings a straight forward, practical approach to working with clients in assisting them in achieving success.

## CORE SERVICES

HMC provides a range of services that have been developed primarily through the needs of past and present clients.


The following descriptions of our services are provided below in general terms.

We believe that our client's needs dictate the type of services required and as SUCH; our client services are structured and fashioned to meet their specific needs.

As a result of this approach, HMC does not provide a "cookie cutter" approach to meeting your business needs since every situation is unique and different.





In essence, "one size does not fit all" has become our mantra.

Our CORE services areas are:

-  **STRATEGIC/OPERATIONAL PLANNING** - HMC, through research, experience and most importantly feedback from our clients, has refined its strategic planning and development process making it what HMC believes it should be - a unique and highly effective inter-active process and organization development tool, renamed the "Integrated Planning Approach." Our tried, tested, and true process ensures that your plans can be realistically implemented.

HMC's distinctive approach encourages a highly participatory process that ensures you the opportunity to not only identify critical issues that are affecting your organization and your ability to reach your vision, but the opportunity to thoroughly discuss and ultimately resolve those issues.

Our clients have told us that they feel that they have really accomplished something by the end of their strategic planning session and to us, this is what it is all about.

-  **BUSINESS DEVELOPMENT PLANNING** – This service is generally working with clients to create realistic and achievable business development plans starting at the strategy level and includes financial modelling specific to the clients business.
-  **PROJECT DEVELOPMENT AND MANAGEMENT** – This service begins prior to a client requiring a business development plan and generally includes the pre-feasibility and feasibility stages of project development.
-  **ORGANIZATIONAL REVIEWS AND DEVELOPMENT** – This service generally focuses on a complete review of an existing business or organization, identifying gaps and areas where the company or organization can improve in order to increase effectiveness and/or profitability and recommending solution options for the client including policy development, human resource development and other issues as required. No stone is left unturned and the focus is corporate performance improvement.
-  **MANAGEMENT / OPERATIONS SUPPORT** – Often due to time and / or resource availability clients require ongoing support in developing their corporation. HMC provides ongoing support and assists in corporate development – policies, board development and alike as well as process development.

Our PRIMARY areas of focus have been in the areas of:

-  Agriculture and Agri-business Organizations
-  Community Based Companies and Organizations
-  Municipal Government
-  Economic Development Agencies
-  Tourism and Recreation Organizations

## OUR CLIENTS

### PAST

**\*Note: Number in parenthesis indicates the number of projects done for each organization or business client.**

#### Private Sector

- |   |   |
|---|---|
| <ul style="list-style-type: none"> <li>Mainline Agro Products, Broadview</li> <li>Prairie Valley Enterprises, Broadview</li> <li>Twin Rivers Developments Inc., Rosthern</li> <li>Wittmann Foods International, Winnipeg</li> <li>Pipestone Feeders Ltd (8), Grenfell</li> <li>Preeceville Meat Processors Group, Preeceville</li> <li>Circle 50 Tourism Marketing Group, Grenfell</li> <li>Cooks Own Cookies, Grenfell</li> <li>BRI Energy Solutions Inc., Moosomin, SK</li> <li>Broadview Investment Group (BIG), Broadview, SK</li> <li>Whitewood Interpretive Centre Inc., Whitewood, SK</li> </ul> | <ul style="list-style-type: none"> <li>Borderline Feeders Ltd (6), Ceylon</li> <li>Whitewood Interpretive Centre Inc., Whitewood</li> <li>New Wave Innovations Inc, Broadview</li> <li>Seed Hawk (4), Langbank</li> <li>Western Prime Meats (5), Weyburn</li> <li>Saskatchewan/Manitoba Organic Livestock Group</li> <li>Clear Creek Organics (2), Pangman</li> <li>Plains Livestock Inc., Porcupine Plains, SK (4)</li> <li>Rolling Hills Feedlot Inc., Assiniboia, SK</li> <li>El Kevinos Diner. Wolseley, SK</li> <li>Seed Hawk, Langbank, SK (4)</li> </ul> |
|---|---|

#### Not For Profit Organizations

- |   |  |
|---|--|
| <ul style="list-style-type: none"> <li>Prairie to Pine REDA</li> <li>Big Gully REDA</li> <li>Long Lake REDA</li> <li>Mainline REDA (10)</li> <li>Yellow Head REDA</li> <li>South Central Enterprise Region Inc.</li> <li>Saskatchewan Economic Developers Association (3)</li> <li>Manitoba Recreation Facilities Association (2)</li> <li>Manitoba Municipal Administrator's Association (3)</li> <li>Recreation Connection Manitoba Inc.</li> <li>Saskatchewan South East Tourism Association Inc.</li> </ul> | <ul style="list-style-type: none"> <li>Cornerstone REDA (2)</li> <li>Southeast REDA (3)</li> <li>Gateway REDA (2)</li> <li>Etomami Valley REDA (2)</li> <li>Red Coat REDA</li> <li>Yorkton Soccer Association</li> <li>Marieval Enterprise Centre</li> <li>Quality Starts Here / Verified Beef Production Working Group Inc. (3)</li> <li>Association of Urban Parks &amp; Conservation Areas</li> <li>Portage Regional Recreation Association</li> <li>Saskatchewan Economic and Cooperative Development identified REDA's</li> </ul> |
|---|--|

Southeast Regional Economic Development Authority, Weyburn, SK	Sunrise Community Futures Corporation, Weyburn, SK
Edgewater Development Corporation, Powerview-Pine Falls, MB	Recreation Connections Manitoba Inc, Winnipeg, MB
Saskatchewan Stock Growers Association, Regina, SK	Manitoba Recreation Facility Association, Winnipeg, MB
University of Saskatchewan - Beef Cattle Research and Teaching Unit.	Wakomaw Valley Regional Park, Moose Jaw SK

### **Municipalities**

Town of Broadview, SK (4)  
Town of Wolseley, SK (2)  
Town of Grenfell, SK (4)  
Town of Whitewood, SK (2)  
Town of Hudson Bay, SK  
Town of Foam Lake, SK  
Town of Virden, MB (6)  
RM of Hanover, MB.  
RM of Willowdale, Sask.  
Rural Municipality of Hanover, MB  
City of Portage la Prairie, MB

Village of Windthorst, SK;  
Town of Wawota, SK (2);  
Village of Montmartre, SK;  
Town of Ste. Anne, MB,  
Town of Wynyard, SK;  
Town of Coronach, SK;  
Town of Powerview-Pine Falls, MB  
RM of Alexander, MB,  
RM of Stanley, MB  
Village of Zenon Park, SK.

### **First Nations**

Little Black Bear First Nation,  
Ochapowace, Kahkewistahaw Land Development  
Corporation,  
Ski Ochap,  
Cowessess Economic Development Commission Tourism  
Development Plan,

South East Treaty Development Corporation  
Yorkton Tribal Council (3)  
  
PCH Holding Ltd., Yorkton, SK