

IMPACT GIC

FALL 2020 REPORT

Let your investments make a positive impact
on your environment and your community.

Think globally, act locally.



About Us

CASH MANAGEMENT GROUP

Established in 1999, we proudly joined Canaccord Genuity in February 2018. Based in Vancouver, BC, our team has managed short-term cash and investments for municipalities, universities, private enterprises, publicly traded companies, and institutions for over a decade. We also offer private wealth advisory services for high-net worth individuals and families.

As the Cash Management Group expanded, so did our offering to encompass a full suite of investment services including portfolio reviews, cash flow analysis, socially responsible investment options, and more.

The Cash Management Group has developed Canada's largest GIC deposit network and we proudly work with over 45 credit unions, banks and trust companies across the country. Our priority is to protect your capital and enhance your yield through our deposit network.

Each member of our team brings unique skills that allow us to offer the superior service, advice, and performance that our clients have learned to expect.

CANACCORD GENUITY

Canaccord Genuity Inc. is a leading independent, full-service investment banking and financial services firm headquartered in Vancouver, BC. Trading on the Toronto Stock Exchange under the ticker "CF-TSX" Canaccord Genuity has a market capitalization of over \$500 million.

Since its establishment in 1950, Canaccord Genuity has been driven by an unwavering commitment to building lasting client relationships. This is achieved by generating value for individual, institutional and corporate clients, through comprehensive investment solutions, brokerage services, and investment banking services. We are driven by your success™.

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Canaccord Genuity has engaged the services of Rhiza Capital as our third-party consultant for IMPACT GIC investment screening terms and reporting process. Rhiza Capital has reviewed and confirmed the SDG Loan reports and “feature stories” meet IMPACT GIC criteria from participating credit unions (Kindred Credit Union and Aldergrove Credit Union) for this IMPACT GIC Fall 2020 Report.

RHIZA CAPITAL: THIRD-PARTY CONFIRMATION

Rhiza Capital is a Certified B Corp based out of British Columbia’s Sunshine Coast and serves as a financial intermediary acting in direct response to the challenge of financing the UN Sustainable Development Goals (SDGs). They build impact portfolios guided by the values of their investors, partners and community. Rhiza Capital’s investments are directed towards local Canadian and social ventures that generate a measurable, beneficial social or environmental impact alongside a financial return.



SUSTAINABLE DEVELOPMENT GOALS



Credit unions that receive deposits through the IMPACT GIC program lend out all their proceeds within six months. Lending activity is confirmed by the sustainable investing experts at Rhiza Capital, and investors are provided with a report that details the positive impact of their investments.

PARTICIPATING CREDIT UNIONS:



Detailed in our report is the total funds received this reporting period (April 2020 to August 2020) and IMPACT GIC feature stories.

IMPACT GIC Overview

The Cash Management Group at Canaccord Genuity launched IMPACT GICs in the fall of 2019 as part of our Socially Responsible Investment (SRI) strategy for institutional investors. We have partnered with five credit unions across Canada to offer this first-of-its-kind GIC to municipalities, post-secondary institutions and other investors.

The aim of IMPACT GICs is to let your investments make a positive impact on your environment and your community. Investors were looking for a way to generate a positive impact and a competitive return, and we believe this program finally allows both.

IMPACT GICs fund lending activity that is subject to a series of positive and negative screens. All loans issued by the credit unions participating in the IMPACT GIC program support local business and pursue at least one of the United Nations' Sustainable Development Goals (SDGs).

IMPACT GIC Fall 2020 Report

This Reporting Period:

Total IMPACT GIC Deposits: **\$4,500,000**
 Total SDG Loans: **\$5,400,000**

Since Inception:

Total IMPACT GIC Deposits: **\$6,750,000**
 Total SDG Loans: **\$9,730,000**

The IMPACT GIC Fall 2020 Report includes feature stories from the following credit unions:



SDG Loans issued in this report met the following Sustainable Development Goals:





IMPACT GIC Feature Stories • Kindred Credit Union

VCT Group

VCT Group has been supporting clean energy since 2008. An innovative organization that offers energy consultation services, installation, and maintenance services, VCT Group is well known in the fast-growing international technology hub of Kitchener, Ontario. Over the years, they have experimented with different types of energy models. However, today they specialize in solar installations. Working with businesses and individuals, VCT Group helps clients maximize their electricity savings and their contribution to Ontario's clean energy supply.

One of VCT Group's keystone solar installations is their contribution to the evol1 office building, Canada's first Zero Carbon Design Certified project, which set out to prove that it's possible to build using low-carbon strategies for the

same cost as conventional construction. VCT Group partnered with the developer and other stakeholders to design a sophisticated solar system with integrated monitoring capabilities that produces more energy than the site consumes. Another showcase of VCT Group's work is the 50 Kent building which houses a Kindred Credit Union branch, MCC Ontario, and other organizations with shared values.



As technology advances and prices for solar energy come down, VCT Group seeks new ways to make clean tech more accessible. "Advancing solar panel technology was the focus in the industry for about 10 years," Brian Unrau, VCT Group President notes. "Now, we're able to make solar systems work smarter with improved battery storage, custom racking, and monitoring software, which means solar is becoming practical for more uses—including night and winter energy needs, as well as off-grid applications."

“ We seek financial returns and efficiency for our clients as we build a sustainable business that contributes to growth and innovation in the clean energy sector. ”

**- Brian Unrau, President
VCT GROUP**



Originally known as Vigor Clean Tech, VCT Group holds a number of companies under its umbrella, including a renewable energy cooperative. They launched CED Co-op as a way to better share the benefits of the clean energy business with the community, providing local, visible, and impactful investment opportunities. CED Co-op has raised over \$20 million in investments from its 750 members and is helping to fund a portfolio of renewable energy projects worth more than \$40 million. "We seek financial returns and efficiency for our clients," Brian tells us, "as we build a sustainable business that contributes to growth and innovation in the clean energy sector."

VCT Group's work aligns with several of the UN Sustainable Development Goals (SDGs), which is why they are a great fit for the IMPACT GIC program. The VCT Group's activities support: Affordable and Clean Energy; Industry, Innovation, and Infrastructure; Sustainable Cities and Communities; and Climate Action.

In 2011, VCT Group helped Kindred with its first

solar installation at their Waterloo branch. Since then, the panels have generated over 68,000 kilowatt hours of clean energy and offset Kindred's carbon emissions by 47 tonnes, which is equivalent to planting 1,233 trees.

"As a cooperative, we're so pleased a member could help Kindred start on its clean energy path," notes Kindred CEO, Ian Thomas. "Our values guide everything we do, and climate action is one of our areas of focus as we strive to live out our purpose to inspire peaceful, just, and prosperous communities. We're committed to learning more about what we can do to further climate justice and working harder to support clean tech businesses such as VCT Group."

Together with their clients, VCT Group has generated well over 70 million kilowatt hours of clean energy. Through the support of Kindred and the IMPACT GIC program, VCT Group continues to promote innovation and drive Canada's shift towards clean energy.

Myers Organic Farms



Myers Organic Farms is a family-run certified organic produce farm in the heart of the Fraser Valley in British Columbia. When Bob and Marlene Myers started their organic farm 25 years ago, in 1995 with just two acres, they never imagined that it would blossom to a successful, full-time operation. Today, their 120-acre agriculture farm offers over 30 varieties of vegetables, and employs over 25 families, along with their own children, Brock and Nicole, and granddaughter Mila. Bob and Marlene's philosophy is simple: Give the consumer healthy, fresh, quality organic produce while preserving the soil for future generations.

Their idea all began one day when Bob was driving

home from his job in the city, stuck in daily rush hour traffic. He thought about his youth growing up on a farm and how life was simpler. He came home and together with his partner Marlene, hatched a plan to start their own organic farm. After hearing all the benefits of growing organic, they began experimenting on their two-acre farm. With a lot of enthusiasm and a vertical learning curve, Myers Organic Farms was born.

Myers Organic Farms has always been a family affair and still is today. It was truly a community effort in their first years in operation. Their son, Brock, would go to work and come home and help Bob in the evenings to get everything done. Friends who lived up the street would come

“ We approached Aldergrove Credit Union with our plans and financing. We have expanded our land base many times and we can call up Nina from Otter Community Branch, with our plan and she would clear her desk to go to work to help make it happen. ”

- Marlene Myers, Owner
Myers Organic Farms

over on weekends to help wash and box up the lettuce for their Monday order to Pro Organics, a local wholesaler. Bob's brother would deliver the produce in their first "reefer" (refrigerated) truck. Marlene says there was a never-ending amount of rock picking to be done by everyone.

For the last 25 years, Myers Organic Farms continues to flourish and expand. They remember clearly the day they bought their first tractor. It was a major event and the whole family took turns sitting on it and going for a ride. They realized early on that farming is an expensive operation, with many purchases. This is where Aldergrove Credit Union has been there to support their business.

Marlene says, "We approached Aldergrove Credit Union with our plans and financing. We have expanded our land base many times and we can call up Nina Redline, Commercial Account Manager, at Otter Community Branch, with our plan and she would clear her desk to go to work to help make it happen. It's wonderful having a local credit union stand behind your business. They work with you to help you succeed."

With funds from the IMPACT GIC program, Myers Organic Farms continues to support the local and national food supply going into the 2020 / 2021 season. Aldergrove is proud to support local businesses such as Myers Organic Farms in their community. "Working with Bob and Marlene is like working with family – it's the true definition of a cooperative partnership. We work better together and are invested in each other's success, which also means that we dig deeper to work through the many challenges that businesses face together. The Myers are a part of the Aldergrove Credit Union family, and essential to the health of our community. We look forward to watching as the Myers Organic Farm family continues to grow for generations to come." Nina Redline, Commercial Account Manager, Aldergrove Credit Union - Otter Community Branch.

Myers Organic Farms supplies wholesale and retail outlets across Canada and the United States with healthy, organic, and sustainable produce. Their operations contribute to the Sustainable Development Goals of Zero Hunger and Responsible Consumption and Production.



Additional Information

For more information on IMPACT GICs, reporting, or details on the Cash Management Group's Socially Responsible Investing Strategy please visit: www.cgcashgroup.ca/socially-responsible-investment or contact our team.

Disclaimer

This information is for general reporting purposes only; for more details on IMPACT GICs please contact the Cash Management Group. The information herein has been obtained from sources that Canaccord Genuity Corp. believes to be reliable. However, Canaccord Genuity Corp. does not guarantee its accuracy or completeness and is not responsible for any errors or omissions. Canaccord Genuity Corp. is not responsible for monitoring compliance with the Socially Responsible Investing (SRI) obligations outlined in this document. Canaccord Genuity Wealth Management is a division of Canaccord Genuity Corp., Member of the Canadian Investor Protection Fund. Canaccord Genuity is a member of the Canadian Investor Protection Fund and the Investment Industry Regulatory Organization of Canada (IIROC).

Use of Information

Information in this report has been obtained from participating credit unions and party(s) and is to not be altered or shared without the consent of Canaccord Genuity.

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