

Federated Co-operatives Limited

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# FACILITIES DESIGN & DEVELOPMENT

SIMSA Supply Chain Forum

UPDATED: October 3, 2019

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# FCL Values



## Integrity

Be honest and trustworthy

## Excellence

Strive to be the best

## Responsibility

Accountability matters

# Who we are



Federated Co-operatives Limited (FCL) is a wholesaling, manufacturing, administrative and marketing co-operative that serves independent retail Co-ops.

Federated Co-operatives  
integrity excellence responsibility



# 2018 FCL Financial Highlights



**\$10.7 Billion** – Sales

**\$1.1 Billion** – Net Income

**\$789 Million** – Patronage Allocation

**\$651 Million** – Share Redemption



# How we operate



## The Co-operative Retailing System (CRS)



# The 170+ local Co-ops we serve



**287**

FOOD  
STORES

(66 with Pharmacies)



**111**

HOME  
CENTRES



**389**

GAS BARS/  
C-STORES



**377**

COMMERCIAL  
CARDLOCKS  
FACILITIES



**160+**

AGRO  
CENTRES



**126**

LIQUOR  
OUTLETS





# Our Co-op values: Locally Invested



Supporting stronger local economies

Returning profits to local Co-ops to share with their members and their communities

Working with local producers





# Our Co-op values: Community-Minded



FCL and retail Co-ops are making a difference in 580+ communities.

FCL donated **\$9.8 MILLION** to charitable and non-profit organizations last year.





# Our Co-op values: Lifetime Membership Benefits



## **\$2.4 BILLION**

During the past five years, FCL has provided a patronage allocation of \$2.4 billion to its retail Co-ops. Retail Co-ops reinvest much of this into their own communities.





# Our employees



**3,400** FCL employees  
serve **25,000** retail  
Co-op employees



# FCL operates 42 facilities in five provinces:



**5**

DISTRIBUTION  
CENTRES



**6**

FEED  
PLANTS



**18**

PROPANE  
CENTRES



**9**

OFFICES



**2**

FERTILIZER  
TERMINALS



**1**

PETROLEUM  
TERMINAL



**1**

REFINERY





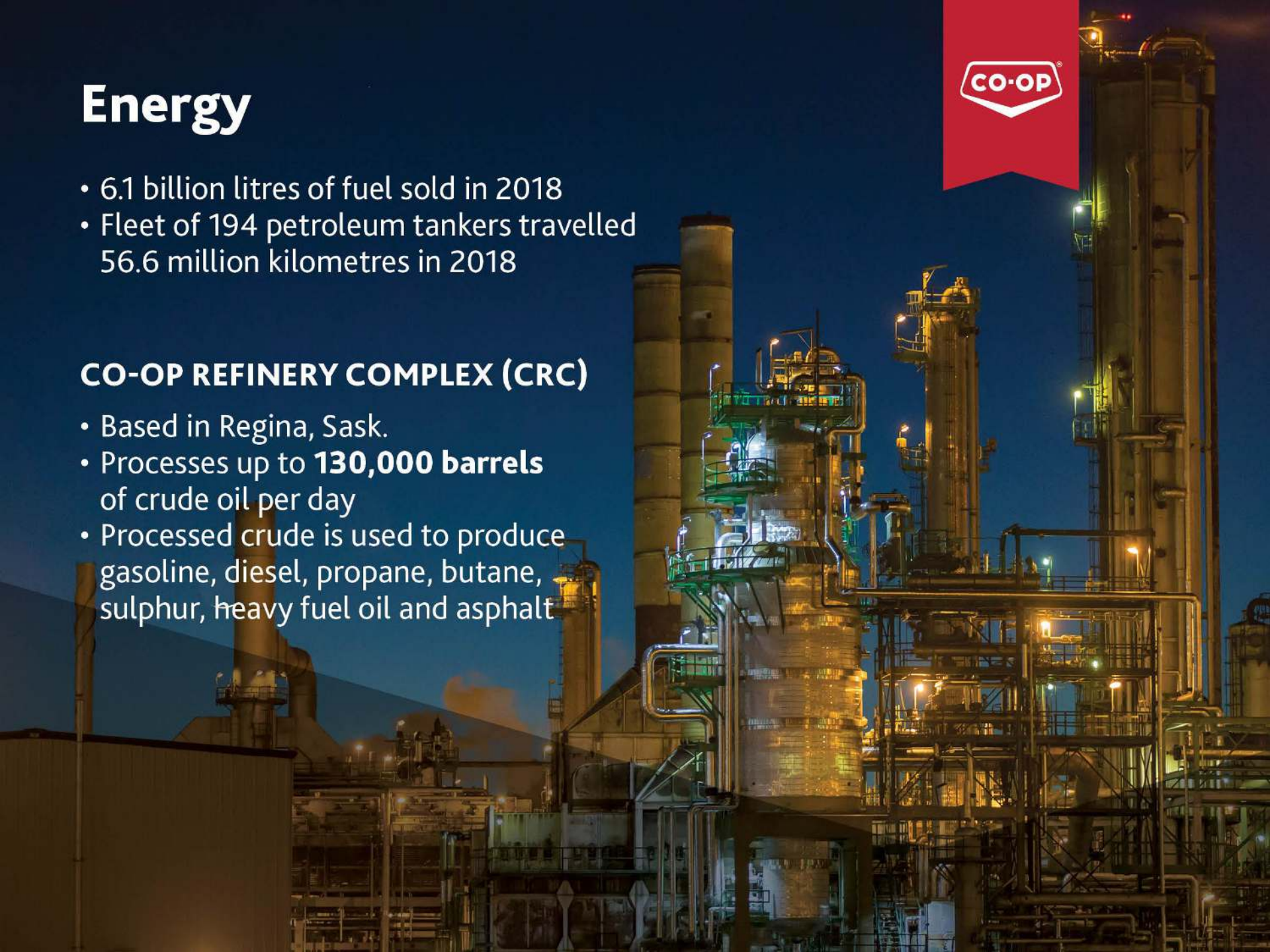
# Energy



- 6.1 billion litres of fuel sold in 2018
- Fleet of 194 petroleum tankers travelled 56.6 million kilometres in 2018

## CO-OP REFINERY COMPLEX (CRC)

- Based in Regina, Sask.
- Processes up to **130,000 barrels** of crude oil per day
- Processed crude is used to produce gasoline, diesel, propane, butane, sulphur, heavy fuel oil and asphalt





# FCL – Facilities Design & Development

## Our role with Federated Co-op

- Real Estate
- Prototype Design
- Project Design & Planning
- Consultant, Contractor and Equipment Procurement
- Project Management – Owner
- Retail Delivery Unit manufacture and CRC Distribution Fleet maintenance



# FCL – Facilities Design & Development

Regina

- Design & Project Management Office
- Warehouse & Yard
- Shop





# FCL – Facilities Design & Development

## Saskatoon

- Design & Project Management Office
- Real Estate Services



# FCL – Facilities Design & Development

## Project Portfolio

### Western Canada

230 active

\$615 million

### Saskatchewan

90 active

\$240 million

### Saskatchewan - Planning

25 active

\$55 million



# Contractor & Consultant Procurement

## FCL Contractor and Consultant Management Programs

Improving the management of our Consultant and Contractor relationships is a Department priority.

Formal Contractor Management Program has been implemented effective May 1, 2019.

Financial, Safety, Insurance, Project Specific Evaluation (capacity and geographic), Project Performance Reviews.

Consultant Management Program to be developed and implemented in the summer of 2020.





# FCL – Project Partners

## What we look for in a Partner

- Meet FCL Pre-qualification requirements – including ISNET score.
- Commitment to continuous improvement and consistency within your teams.
- Experience and expertise constructing our facilities.
- Recognition of the CRS as a habitual builder.
- Readily brings forward solutions (regulatory compliance, technology, cost savings, time savings).



# Innovation Request

## Solutions Required

- Civil quality control program.
- Car wash water reclaim.
- Solar Canopy Design
- Innovative methods for building design & construction.



# FCL – Contract Procurement

## Contacts

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# FCL.CRS



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