

OTTER
FARMERS
INSTITUTE

Celebrating *100 Years*
Of Otter Co-op

Robin Hood
Flour

ELLISONS
FLOUR

CO-OP

100TH
ANNIVERSARY
1922-2022

CHEERS TO 100 YEARS

[with love from Australia]





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Langley, BC
V4W 1X7

otterco-op.crs



HISTORY

The Otter District Farmers' Institute was formed in 1922 when twenty-five local farmers grouped together to purchase stumping powder, or dynamite, to remove large tree stumps from their fields. They then began to promote agriculture and agricultural knowledge, to work for farm legislation to improve farm conditions, and to buy supplies at cost for its members. During the 20s and 30s we gradually grew and adapted to suit the needs of the growing community. It was in the 1930s that we started supplying feed to the local farmers. In the 1950s a need developed to supply local residents with petroleum products, and we established a small bulk plant to service those needs, supplying fuels locally through vehicle service and farm and home deliveries. For many years we hauled, in our own tanker, petroleum products from the refinery to our Bulk Plant.

Since our earliest days we have been in the retail business; first in a haphazard way, then in the 1930s running a general store and supplying feed to the local farmers. At first, we mixed feed with a shovel on the floor of a shed. In the late 1940s, a small

retail facility was built. This was added on to here and there, and by the late 1960s we had developed an 8,000 square foot store, selling groceries, hardware, and dry goods.

The original general store soon evolved to a 50,000 square foot retail centre, first opening for business in January of 1980. Here we serve our members with quality food, fresh produce, family fashions, hardware, and home goods. Throughout the years there have been renovations to keep up with growing demand. In 2006, Otter Co-op's Retail Centre underwent renovations to accommodate a pharmacy, and in 2008, we enlarged our deli to include a salad bar and fresh hot-food choices. In 2019, we expanded our food division by opening a second food store in Abbotsford. By 2020, we had a total of three food stores – two in Abbotsford, and one in Langley.

Otter Co-op broke ground on a new site on Lickman Road in Chilliwack on February 3, 2014. Here, we were able to open a new gas bar & convenience store, but more excitingly, a Bulk





Plant complete with a warehouse and bulk petroleum offices. The site officially opened on December 5, 2014, allowing us to further support farmers with the growing demand for our bulk petroleum.

Today, we operate one of the most modern feed mills in the Fraser Valley, after having completed several major expansions since 2001, which include a new warehouse and an automated feed sacking system.

Our fuel division has grown to a total of 25 gas bars and counting from the Lower Mainland to the Okanagan. Here we provide you with convenience store basics, fresh food and coffee, and fuel supplies.

In 2019, Otter Co-op ventured into the Liquor world with the opening of our first liquor store, Liquor on 248th. From then on, we began to expand with the purchase of five more liquor stores and rebranded as Angry Otter Liquor. In

March 2021, the purchase of 18 new liquor stores made us the largest privately owned liquor retailer in BC.

We then took a step into the hospitality business in 2020 when an opportunity to buy Hearthstone Brewery (Angry Otter Tap & Forno) in North Vancouver and The Highwayman Pub in Abbotsford came forward. We have since acquired an additional restaurant, Sawbucks Pub, in 2022.

From 25 farmers mixing feed on the floor of a shed to over 800 team members and 58 locations, it goes without saying that Otter Co-op has grown significantly. However, this growth would not have been possible without the constant support of our member/owners. As a co-operative, we pride ourselves on returning cash and equity back to our member/owners annually as well as supporting the communities we live in. This year, we returned \$5.9 million back to our member/owners, and have donated over \$450,000 in sponsorships, scholarships, and community donations.





100TH ANNIVERSARY CELEBRATIONS

You only turn 100 once, so we did it up right. Throughout the year, we shared historical photos on our social media channels with the hashtag #flashbackfriday in order to share with our followers' pieces of our history. We also partnered with a local organization Wagner Hills, to create special edition 100th anniversary charcuterie boards, which were handcrafted by the residents of the rehab facility. 100% of the proceeds from these boards went directly back to Wagner Hills to continue to support their mission in helping those in recovery.

Throughout the month of July, we held a contest where two guests had the opportunity to win Free Groceries for a Year and a \$5,000 Travel Voucher! From August to October, we held another contest that gave our guests the opportunity to win a 100 Second Shopping Spree. We had three winners, one for each of our food stores, and handled the fun challenge so well (you can watch their shopping sprees on our YouTube channel).

We couldn't celebrate a major milestone without throwing ourselves a birthday party, so on October 19, 2022, the day we turned 100, we had food trucks, a live band, coffee, cake, a petting zoo, kid's games, and free Otter merch all at our Langley Retail Centre location on 248th. At our party, we unveiled a time capsule from the 80's and had some very special guests speak to our business values and success.

But that success wouldn't be possible without the community that continues to support us. That is why we also offered up to 100 local charities to apply for \$1,000 donations, up to a possible total of \$100,000. With core values like integrity, community and excellence, celebrating our centennial by giving back to those in need within our local neighbourhoods just made sense.



"It is fantastic to be celebrating our 100th Anniversary, on the very property that Otter began on 100 years ago. From humble beginnings to the diverse company, we are today, focused on our team, members, and communities in which we live, work and play. Our team and member/owners should be very proud of the fact that less than half a percentage of companies ever last to 100 years; and Otter not only lasted but survived and thrived. This is all due to the commitment to the Co-operative model and giving back to our communities, supporting those that support us. It is exciting to be entering the next 100 years with such a strong balance sheet and committed team to continue to be the consumer's first choice and making a difference in member's lives."

- JACK NICHOLSON, CEO



CELEBRATING

20

YEARS OF BEING

BC's favourite Winter beer



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% ALC./VOL.



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HOUBLON



MALT

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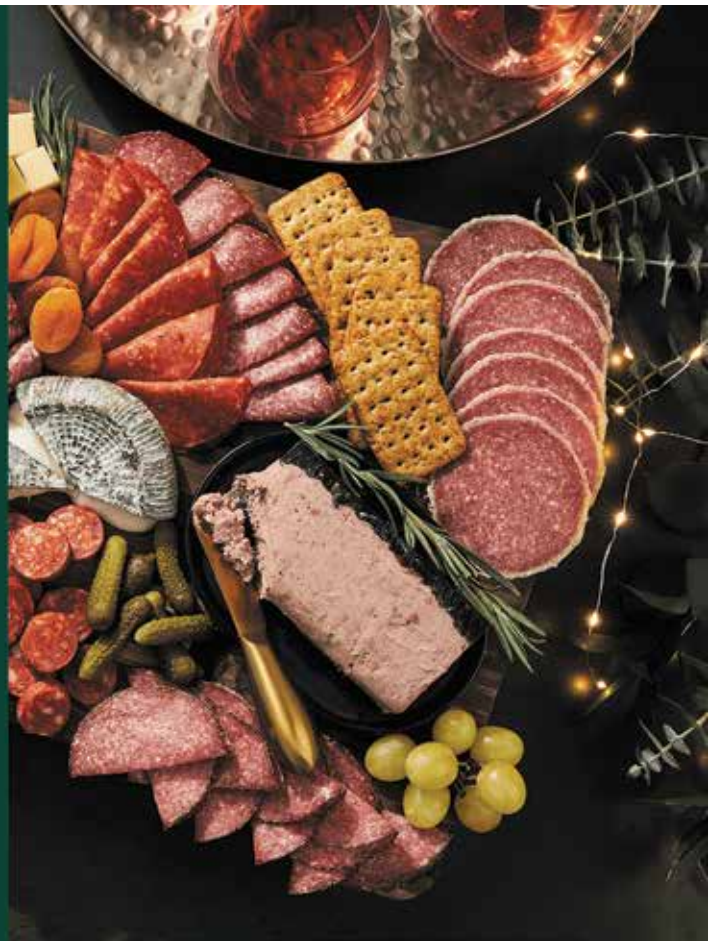


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of incredible success!



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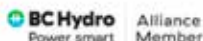
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SBC CONTINUES TO LOOK FORWARD TO WORKING
WITH THE OTTER CO-OP IN THE FUTURE.**



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Otter Co-op
Opened A
General Store
And Began
Selling Feed To
Local Farmers

1930

Otter Co-op
Opened Its First
Gas Bar

1972

Otter Co-op
Began Supplying
Bulk Petroleum
To Local
Farmers

1950

Otter Co-op Renovated
Retail Shopping Center
To Accommodate A
Larger Building

2006

1922

October 19, 1922
Otter Co-op Was
Incorporated

1940

Otter Co-op Expanded
And Built A Small
Retail Facility

1980

Otter Co-op
Expanded Its Retail
Facility To 50,000
Square Feet

1984

Otter Co-op
Opened Its Bulk
Petroleum Plant

2008

Otter Co-op
Renovated
Shopping Center
To Enlarge Its
Facility To Include A
Hot-Food Counter





...vated Its
...entre To
... Pharmacy



Otter Co-op Opened Its First Liquor Store, Liquor On 248th And Its Second Food Store & Pharmacy, Mt. Lehman Food Store. Seven Months After The First Liquor Store Opened, Otter Purchased Three More Liquor Stores

2019



Otter Co-op Acquired 25 More Gas Bars And Purchased Sawbucks Pub In White Rock

2022

OCTOBER 19, 2022

OTTER CO-OP CELEBRATES
100 YEARS
OF BUSINESS

2020

Otter Co-op Rebranded Their Liquor Stores As Angry Otter Liquor. Otter Also Opened Its Third Food Store & Pharmacy, Parallel Food Store And Purchased Two Restaurants – Hearthstone Brewery (Angry Otter Tap & Forno) And The Highwayman Pub

2021

Otter Co-op Purchased 18 Liquor Stores And Became The Largest Private Liquor Retailer In Bc



...op
...d Its Retail
... Centre To
...s Deli To
... Salad Bar
... Counter



Celebrate The Season

WITH KRAKEN AND EGGNOG



1 PART:

Kraken® Black Spiced Rum
or Kraken® Black Roast Rum

3 PARTS: Eggnog
Mix until blended,
with nutmeg or
cinnamon garnish.



STEP INTO THE DARK



FOOD

At each of our three food stores, we pride ourselves on offering a wide variety of quality products at an affordable price. We support local business, carry brand-name favourites, including our own high quality private label, and provide many in-store made products. Visit our bakery, deli, and hot food & salad bar for all the freshest options. Entertaining soon? Try one of our deli platters, vegetable trays, fruit trays, or sandwich trays made to order in store!



PHARMACY

Visit one of our three pharmacies located in our food stores for all your health needs. We offer a complete line of prescription products, vitamins, supplements, and herbs. This includes a full line of quality Co-op brand products, backed with our 100% guarantee, and offered at excellent prices. We also host free informational clinics on important topics such as diabetes, asthma, heart health and more. Otter Co-op and our pharmacy team are waiting to serve you!



HOME & HARDWARE



Visit our home & hardware department at our Langley food store to pick up all your home essentials. We supply sporting goods, exercise equipment, power tools, gardening supplies, barbecues, lawn mowers and much more. Plus, our quality Co-op paint and home décor section are perfect for any home refresh.



FASHION & FOOTWEAR

Our family fashions department at our Langley food store carries high quality footwear and fashions for the whole family. We have brands you trust like The North Face, Carhartt, Columbia, and Levi's. From safety boots for work to swimsuits and baby clothes to accessories, we have you covered.



ANIMAL FEEDS

We are proud to manufacture a complete selection of feeds for poultry, rabbits, hogs, dairy & beef cows, sheep, and goats! We design rations specific to each and every herd with quality grains, proteins and carbohydrates. Our brands, Lifeline, Nature's Mix, and Pegasus Supplements are made with only the highest quality of ingredients for your animals. Our feed store in Langley offers all our bulk feeds as well as farmhouse décor, pet food & toys, horse accessories & supplements, bird seed and more.

BULK PETROLEUM

Our bulk petroleum division offers a wide variety of quality products, like lubricants, oils and of course, petroleum. We also provide an optional automatic fill service at your request! Our team are extremely knowledgeable and will be able to give you advice on your fuel and lubricant needs.



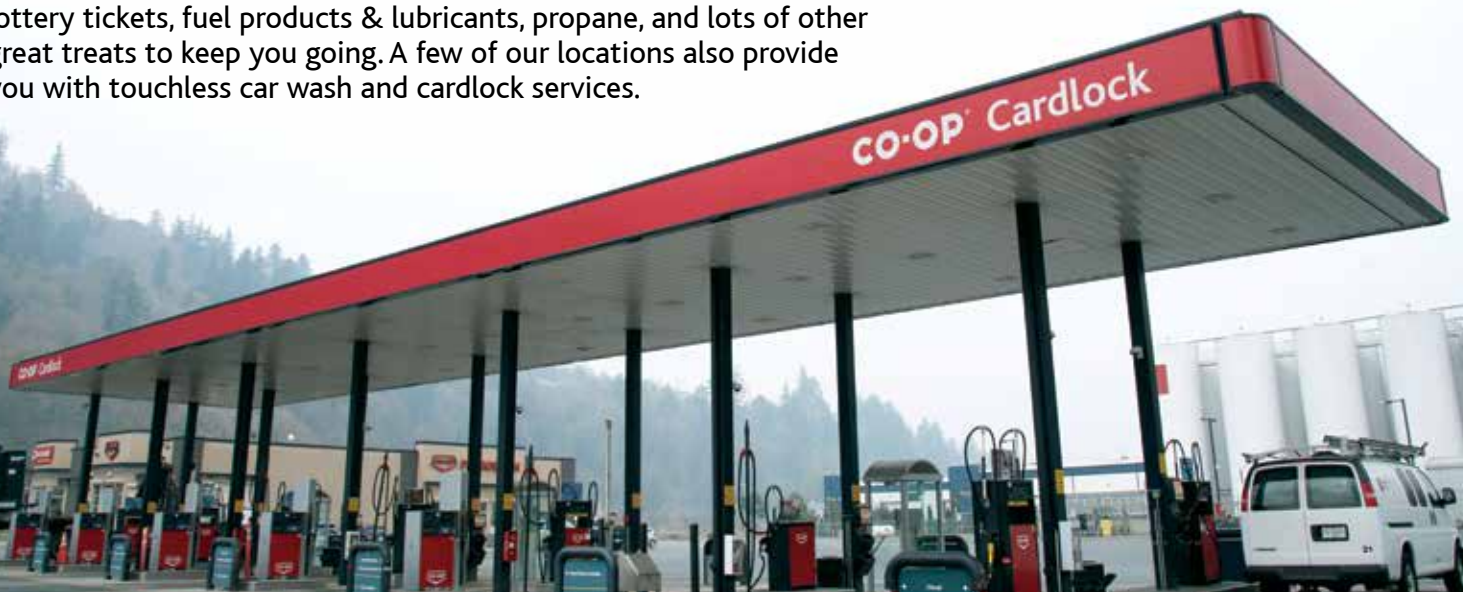
LIQUOR

Angry Otter Liquor provides guests with a wide range of selection. Whether you're looking for a high-end collectable whisky, or an affordable pack of beer to have with your friends, you can find it at our liquor stores. As the largest private liquor retailer in BC, we partner with many liquor distributors to bring you Angry Otter Exclusives - amazing products that you will only find at our locations. At our original store, Angry Otter Liquor @ 248th, we also offer our guests a wine locker program, where they receive a specially curated selection of wines each month that fit their tastes. At all of our locations from the Lower Mainland to the Interior, we pride ourselves on carrying quality products in whichever price range you're shopping in.



GAS BARS

Our gas bars provide you with more than just fuel. You can find a freshly made sandwich or wrap for lunch, a caffeine pick-me-up, and delicious snacks that everyone will love. We also carry refreshments, lottery tickets, fuel products & lubricants, propane, and lots of other great treats to keep you going. A few of our locations also provide you with touchless car wash and cardlock services.





HOSPITALITY

At our three restaurants, we offer the same great service you find at our stores, alongside some truly delicious food. Angry Otter Tap & Forno offers a delicious selection of forno fired pizzas that everyone in the family will love. At The Highwayman Pub and Sawbucks Pub, you'll find all the pub food classics, like juicy burgers, saucy poutine & amazing appetizers. At each of our restaurants, we offer a selection of imported, domestic and craft beer, including some of our exclusive Angry Otter Liquor collaborations, as well as all your favourite cocktails. Otter Co-op members also enjoy 10% off their food and beverages every time they stop by!



COMMUNITY INVOLVEMENT

Through Federated Co-operatives Limited's (FCL) program Co-op Community Spaces, we have had the opportunity to make a difference within the communities we serve. In 2017, we were able to donate \$90,000 to enhance Abbotsford's Willband Creek Park through the building of a new trail, boardwalk and 400 square foot viewing platform. In 2021, we were able to fund the building of a \$150,000 Community Pavilion at the Raptors Knoll Disc Golf Park in Aldergrove. Not all of our community projects have been through the Co-op Community Spaces program. In 2018, we contributed \$250,000 to the Aldergrove Credit Union Community Centre. Through this donation, they were able to build the Otter Co-op Outdoor Experience, which features waterslides, a lazy river, wave pool, hot tub and more. On average, we donate and support community initiatives to the tune of \$450,000 per year. Talk about community building!



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