

General Manager's Report.....

I am pleased to report that up to the end of October, our sales have exceeded expectations. Overall sales, across all divisions, were up 5.25% over budget and 11.15% over 2019. These extra sales have helped to generate net earnings of \$1.8 million, which is significantly above our budget and last year to the same point in time.

This year, Southland Co-op has already paid out over \$1.3 million in cash to the member/owners. This includes the General Repayment in June and all of the estates, aged and move away that have been approved throughout the year. We really appreciate the support of our members and being able to return the profits back is so impressive.

Membership in Southland Co-op continues to grow as we have surpassed 8,200 members in our trading area. Our continued growth is a reflection of the members in our trading area actively supporting their Member Owned Business. If you're

a member, you're an owner and you share in the profits of your business. Earnings remain in our communities through equity & cash back programs, added services & facilities and member relation activities. No other business can come close.

This year we have reinvested over \$750,000 back into the business in the form of capital assets. This spring we purchased a new fuel truck, replaced a lumber truck, the Assiniboia Agro Center was expanded and built a new warehouse in Mossbank. We have also committed to reduce our energy footprint by replacing lights with LED over the next couple of years. This spring we purchased a Liquor RSP and hopefully will open our 4th liquor department here in Assiniboia next summer. Upgrades to facilities are always top of mind.

As we begin the planning process for 2022, there remains a lot of uncertainty as a result of COVID-19. All safety protocols will remain in place

to ensure our staff & members feel comfortable entering our facilities. There is a hope that we can get through this and return to some sort of normal life in the very near future.

I want to thank all of our members for their support in 2021. COVID has brought everyone together and supportive of local businesses. Shop Local and Shop at home has been the theme during this New Normal. Without your support, we would not be able to grow and provide the goods and services you require and ask for.

I would like to thank all of our staff for their dedication and hard work this year. Your commitment to ensuring we have a safe place to work and shop has been second to none. Hopefully, we can have a very Merry Christmas and a safe holiday season.

Wishing you all the best in 2022,
--Ken Bahaud, General Manager

Your Co-op NEWS



DECEMBER 2021

I would like to take this opportunity to thank our members for their continued support. Your support has allowed us to grow, increasing the products and services we are able to provide.

2021 continued to be dominated by the pandemic. Our managers and front-line staff have continued to meet the challenges. Thank you for all that you do.

This past year, the Assiniboia Agro Centre underwent a major renovation. The expanded sales floor has allowed them to display more items.

The new warehouse in Mossbank is

now complete, allowing them to keep more inventory.

Routine maintenance and upgrades continue in all locations.

In 2022, we hope to begin construction of a new liquor store at our Assiniboia Gas Bar & Convenience Store.

This past summer, Jeanette Moquin and Anita Palmier retired from Southland's Board of Directors. We would like to thank them for their contributions.

Dale Berner and Aline Kirk have been appointed to fill the vacancies. We look forward to working with them.

As a Board, we continue to meet monthly, attend training sessions, Regional and Annual meetings of the Co-op. We continue to seek out and implement new strategies to provide more and better services for our customers. Your suggestions and comments are always welcome.

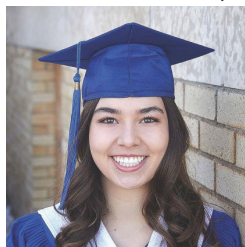
On behalf of our Southland Co-op Board of Directors, I would like to wish everyone a safe and happy holiday season and all the best in the New Year.

Pat Piche,
Board President



Giving Hope Today As the holiday season draws near, we want to ensure that everyone in our communities will be able to enjoy Christmas! We will be partnering with the Salvation Army Food Bank and the Gravelbourg & District Food Bank to assist with collecting donations for their Christmas Hamper program. Donation boxes are located in our Food Stores.

In 2021, Southland Co-op updated the Scholarship criteria and amount for students in our trading area. We received 18 applications and are pleased to provide \$1,000 scholarships to the following recipients: Chantel Hoag, Gravelbourg; Kayla Lethbridge, Limerick; Neal Peters, Mossbank and Quinn Robertson, Lafleche.



Chantel Hoag



Kayla Lethbridge accepts scholarship from Marie Magnuson.



Kari Wolitski presents scholarship to Neal Peters.



Bruce Anderson presents scholarship to Quinn Robertson.



THANK YOU
FOR YOUR GENEROUS SUPPORT.
FUEL GOOD DAY

On September 21st, you fuelled up to support your community. **Together at our Southland locations we raised \$7,556** which has been donated to our local Fire Departments.

We couldn't have done it without you!

Employee Service Awards



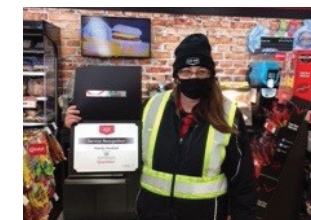
Doug Willis 45 years



Ron Lucas 25 years



Janet Lalonde 25 years



Mandy Deobald 20 years



Barry Kennedy 15 years



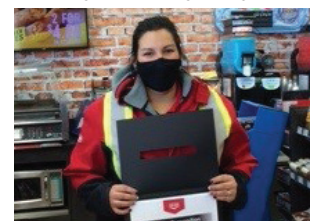
Jacqueline Lessmeister 15 years



Kathy Bouvier 15 years



Maxine Bates 15 years



Cassandra Williamson 10 years



Darcy Legare 10 years



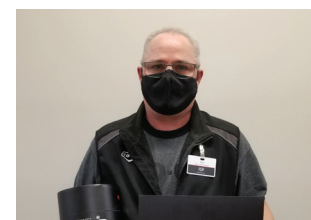
Jennifer Perry 10 years



Marita Williams 10 years



Carol Myles 5 years



Rod Folk 5 years



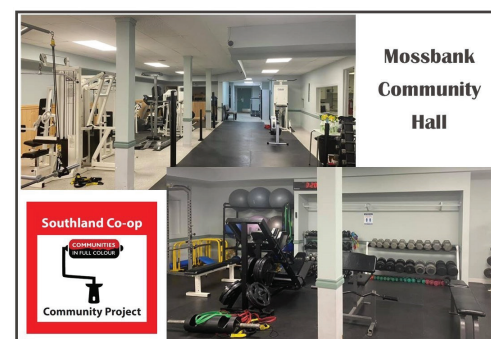
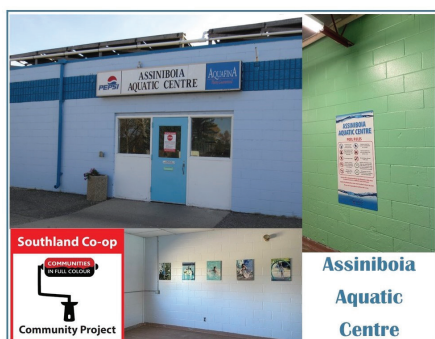
Wes Wiks 5 years



Edna Williamson 5 years

Communities in Full Colour

is a community-investment commitment that gives back to the places Co-op calls home. We are working to brighten up our communities by donating Co-op Imagine paint to the projects and initiatives that matter most to you. Stop by your local Co-op Home Centre for more information and to apply.



2021 QUICK HIGHLIGHTS

- At the November 2021 Board Meeting, our Directors approved the disbursement of \$29,731 in Equity Payouts (move aways: members that have left our trading areas, estates: members that have passed away; and over-age: members over 67 years of age who apply to have their equity paid down to \$100) bringing the total equity returned to our members since February 2021 to \$273,966.



Mossbank Service Centre

- Renovations were completed at the Assiniboia Agro Centre which more than doubled the floor space, allowing an expanded product line in both the Agro and Petroleum divisions.

- A new warehouse was built at the Mossbank Service Centre to provide increase storage space and allow us to expand our product lines. A new lift makes it easier to move product and provides better access to inventory.



Assiniboia Agro

You're at home here.

CO-OP

Southland Co-op

Holiday Hours

Date	Assiniboia						Coronach		Gravelbourg	Lafleche		Mossbank
	Admin AM-PM	Grocery AM-PM	Pharmacy AM-PM	C-Store AM-PM	Home Centre AM-PM	Agro Centre AM-PM	Grocery AM-PM	Service Station AM-PM	Food Store AM-PM	Food Store AM-PM	Service Station AM-PM	Service Centre AM-PM
Monday Dec. 20	8:30-5:30	8:30-6	8:30-6	7-10	8:5-30	8-5	9-6	7-9	8:30-6	9-6	8-6	8:30-5:30
Tuesday Dec. 21	8:30-5:30	8:30-6	8:30-6	7-10	8:5-30	8-5	9-6	7-9	8:30-6	9-6	8-6	8:30-5:30
Wednesday Dec. 22	8:30-5:30	8:30-7	8:30-7	7-10	8:5-30	8-5	9-6	7-9	8:30-6	9-6	8-6	8:30-5:30
Thursday Dec. 23	8:30-5:30	8:30-7	8:30-7	7-10	8:5-30	8-5	9-6	7-9	8:30-6	9-6	8-6	8:30-5:30
Friday Dec. 24	closed	8:30-4	8:30-4	7-6	8-4	8-4	9-4	7-6	8:30-4	9-4	8-4	8:30-4
Saturday Dec. 25	closed	closed	closed	closed	closed	closed	closed	closed	closed	closed	closed	closed
Sunday Dec. 26	closed	closed	closed	8-8	closed	closed	closed	10-6	closed	closed	closed	closed
Monday Dec. 27	closed	8:30-6	8:30-6	7-10	8:5-30	8-5	9-6	7-9	8:30-6	9-6	8-6	8:30-5:30
Tuesday Dec. 28	8:30-5:30	8:30-6	8:30-6	7-10	8:5-30	8-5	9-6	7-9	8:30-6	9-6	8-6	8:30-5:30
Wednesday Dec. 29	8:30-5:30	8:30-7	8:30-7	7-10	8:5-30	8-5	9-6	7-9	8:30-6	9-6	8-6	8:30-5:30
Thursday Dec. 30	8:30-5:30	8:30-7	8:30-7	7-10	8:5-30	8-5	9-6	7-9	8:30-6	9-6	8-6	8:30-5:30
Friday Dec. 31	8:30-5:30	8:30-6	8:30-6	7-10	8:5-30	8-5	9-6	7-7	8:30-6	9-6	8-6	8:30-5:30
Saturday Jan. 1	closed	closed	closed	8-8	closed	closed	closed	10-6	closed	closed	closed	closed
Sunday Jan. 2	closed	12-5	closed	8-8	closed	closed	closed	10-6	12-5	closed	closed	closed

Please clip and save the calendar for reference

Have a Merry Christmas and Happy New Year from Southland Co-op

Thank You

For supporting your
Local Co-op.

IT'S OUR TURN TO
GIVE BACK TO YOU!

Celebrate the
12 days of Christmas
with Southland Co-op

Each day from December 9 to 19th,
Southland Co-op will give away
one \$25 Gift Card at each location!

One entry with each purchase,
one name drawn each day from that day's entries.

On December 20th,
one name will be drawn
at each location
for a \$200 Gift Card

from all entries received
over the 12 days.



Co-op Kids Club membership gives your little ones access to free treats, birthday surprises, exclusive prizes and more!

Sign up kids 12 and under for the Co-op Kids Club today.

Christmas Baking with Love Contest

Nov. 21st to Dec. 20th: Random weekly draws each Monday

Take a picture of your child baking with a family member using **CO-OP GOLD** baking products.

Go to the Southland Co-op Ltd. Facebook page to locate the weekly contest post, and comment with your picture to enter.

4 Weekly Prizes (not shown):
Chef Hat & Apron, Co-op Gold Baking Hamper

Grand Prize: Easy Bake Oven & Mixes, Chef Hat & Apron

Second Prize: Large Co-op Gold Baking Hamper, Chef Hat & Apron

