



**FISHBECK, THOMPSON, CARR & HUBER**  
engineers | scientists | architects | constructors

# WHERE LIFE HAPPENS

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COMMERCIAL & RETAIL SERVICES

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LIVE · WORK

# SHOP · PLAY

A community's commercial district brings it all together for consumers - a virtual smorgasbord of places to eat and shop, visit and play, live or stay. And what each consumer is looking for is the consistent level of quality and service they come to expect from your brand, regardless of location.

Just walk in the door of a national bank branch, quick-service restaurant, or a big-box supermarket. The space will reflect the exact reputation its owner or operator wants to deliver. FTCH understands the need for thoughtful prototype design and site adaptation to deliver the consistent image of your brand across the country.

FTCH is here to help you navigate the many decisions you need to make for your commercial places. Need the right site for a movie theater? What are the newest trends in office environments? Want to reduce energy expenses across the chain? With a multidisciplinary approach, FTCH has the experts in civil and site engineering, architecture, systems design, commissioning, and construction management to give you the right answers to appeal to consumers while saving money and opening the doors that much faster.



WHERE LIFE HAPPENS

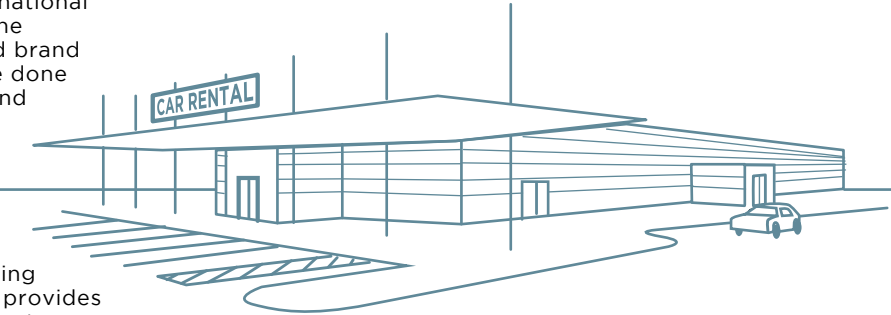


# COMMERCIAL AND RETAIL SERVICES

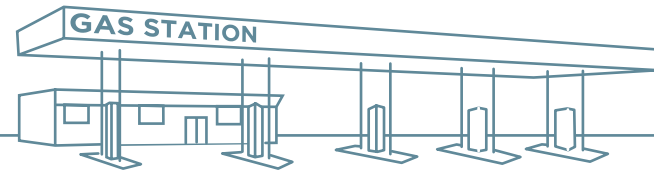
We create **adaptive, harmonious site solutions** for big-box grocery chains through master plans, civil engineering, surveying, and environmental site assessments.



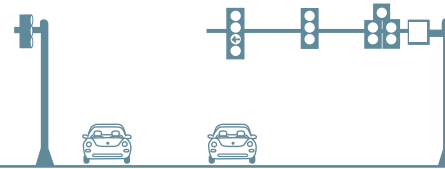
Efficiency at its best, FTCH designs a **prototype** that can then be **site-adapted** across the country for national retailers. We manage the prototype program and brand standards, like we have done for rental car centers and CONRAC facilities.



Gas stations are just one place where **remediation** services may be needed to remove existing underground tanks, chemical spills, or other contaminants.

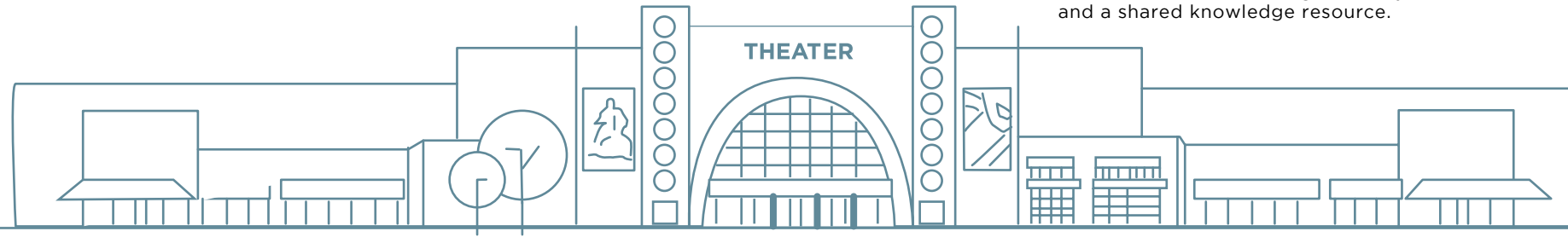


A busy commercial development requires **transportation planning**, everything from parking lots and lighting plans to road engineering and rights-of-way.



For new or existing buildings, FTCH provides assurance that systems operate as intended through **expert testing and documentation** for premium end-user comfort.

FTCH's **BIM** services provide the platform for a high-quality coordinated project, through clash detection, cost estimating accuracy, and a shared knowledge resource.



FTCH's engineers design new facilities and provide **direct engineering** services, such as systems performance testing, troubleshooting, and retrofit for existing bank branch facilities.



Both national hotel flags and boutique resorts have benefited from FTCH's architectural and interior design services to create **attractive places** for weary travelers.



**Design/build services** help retail tenants seamlessly design and build their stores and open their doors faster.



An **efficient prototype** requires balance of envelope, heating, cooling, and lighting systems. FTCH produces measurably better building performances through a virtual simulation of energy use.



FTCH provides diversified **water resource management** services to reduce the effects of runoff, provide drainage and control flooding, and retain stormwater onsite.





## CASE STUDY

### MEIJER, INC.

Meijer is a family-owned, \$12 billion supercenter retailer operating in five Midwest states. Meijer developed the supercenter concept in the 1960s and is still recognized as a successful and innovative leader in the retail industry.

In 2002, Meijer selected FTCH to assist in a cost reduction effort eliminating 25 percent of project costs from their store prototype concept to remain competitive. Due to the success of the study, Meijer asked FTCH to continue into the next phase of their prototype store rollout program, which involved 25 new stores at an average size of 208,000 sf with adjacent gas stations. This partnership continued for many years and many new stores.

As grocery shoppers' needs change, so must savvy supermarkets. A new urban format store was created by FTCH, with its first location opening in 2015, on 8 Mile Road and Woodward Avenue in the City of Detroit. As prime design consultant, FTCH created the urban format store and layout of Meijer's 17-acre portion of the 36-acre development.

FTCH participated on a multidisciplinary team assembled to program and design the new store, including a new store exterior emphasizing identity and branding a new store layout, and new integrated systems for refrigeration, HVAC, and lighting to improve quality and energy performance.

The new, urban design incorporated unique features such as a single entry, additional site security including brighter site lighting, video surveillance security, public transportation, and separation of shipping/receiving activities from the public part of the site.

A site development innovation reduced stormwater discharge to save Meijer hundreds of thousands of dollars in reduced, City-assessed stormwater fees, since the City has only combined sewers in the area. Our energy modeling predicts energy usage nearly 30% lower than ASHRAE requirements.

FTCH believes in a partnership approach to finding innovation and creating stores that save energy and money, open faster, and benefit the community.



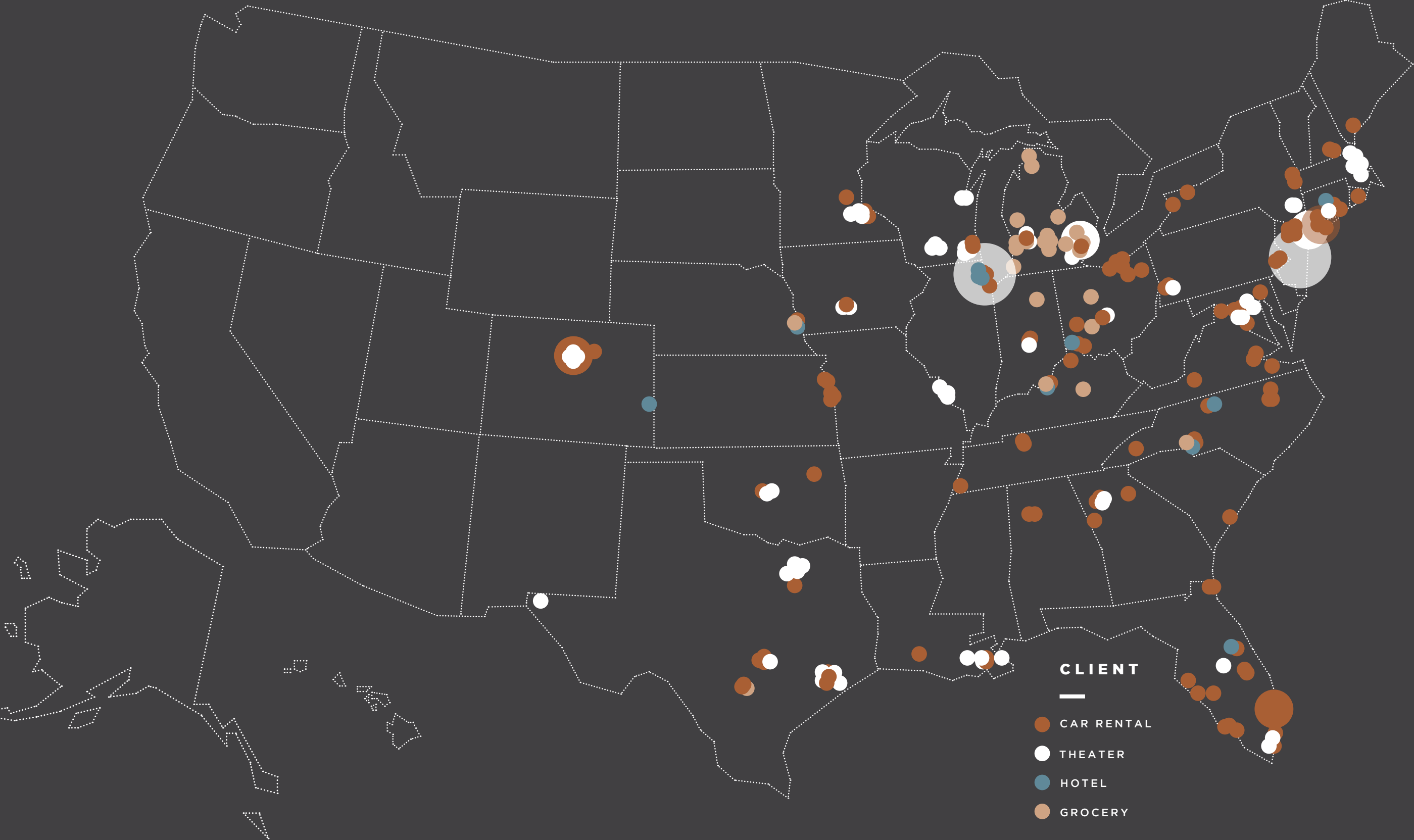


# ROLLING OUT A NATIONAL REPUTATION

FTCH has helped many clients create a consistent reputation for quality across the country. Movie theaters, big-box grocers, hotels, rental car centers, and more rely on FTCH for civil/site engineering, architecture and interior design, and environmental services.

Helping you roll out a consistent brand across the nation requires more than just an extensive group of in-house experts. We have also built a reputation for site adaptation and permitting, regardless of the location. Our team efficiently navigates the local municipal entities for building permits – all to get you open for business that much faster.

INSPIRING RESULTS



## ARCHITECTURE

The architecture and design of the building (and its interior spaces) must be appealing to its many users but also fit with its neighboring buildings. Additionally, the multiple uses of the building must be integrated and work together both thoughtfully and effectively.

## FACILITY ASSESSMENT

Many mixed-use developments are born out of existing, unused buildings. FTCH provides assessment of the existing facility, retro commissioning, remediation, constructability reviews, and cost estimating.

## MES ENGINEERING

FTCH's mechanical/electrical/structural engineering experts will create effective HVAC systems, clean air, innovative lighting, and energy-efficient spaces for resident comfort.

## SITE DEVELOPMENT

The design of the site needs to incorporate walkability, potential green space, traffic flow, and parking.

## ENVIRONMENTAL SERVICES

Selection of the right site for the building requires analysis, sampling, ecological study, stormwater planning, Brownfield redevelopment, and remediation.



## MIXED-USE BUILDINGS

Sometimes commercial projects don't need to be carbon copies of one another. A mixed-use development, the very epitome of the live, shop, work, play theory of place, offers the flexibility to bring a combination of uses to consumers in a variety of design styles.

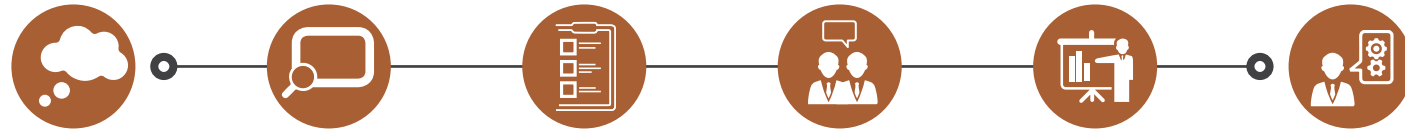
The mixed-use building is growing in popularity across the U.S. because of its appeal to different age groups and lifestyles. Usually anchored by a first floor of retail and restaurant space to encourage neighborhood walkability, the mixed-use building then provides office or living space above, giving residents an opportunity to live where they play or shop where they live.

FTCH combines all the various components of our commercial experience to craft a mixed-use development that integrates its uses into one appealing, harmonious destination.



FacilityWISE:  
**A COST-SAVING SOLUTION**

Our diverse team of professionals has developed FacilityWISE, a program to reduce project costs through more efficient design solutions. The FacilityWISE program leads to significant reductions in construction costs, better operational efficiency, and simpler design and construction solutions.



**PROVEN**

FTCH has proven FacilityWISE by successfully delivering cost reduction solutions for major national clients. In some cases, implemented solutions have enhanced design while reducing project costs by more than 25 percent. These cost savings, factored across a prototype rollout program, result in millions of dollars saved each year.

**PROFESSIONAL**

With a professional team, you get professional results. FacilityWISE utilizes a multi-discipline team of talented senior-level architects, engineers, and constructors focused on uncovering opportunities to lower construction and operational costs. By teaming with key client leadership, the FacilityWISE team is able to develop a common understanding, test ideas, and create ownership of the opportunities selected.

**PROCESS**

All elements relating to the design and construction of a facility are thoroughly analyzed including site/civil, architectural components, and engineering systems (Structural, HVAC, plumbing, lighting, electrical, and utilities). In addition, operational efficiency and methods for procurement of construction services and building components are investigated to identify potential savings.

**RESULTS**

Real savings solutions are discovered, analyzed, and documented ready for implementation within weeks of the start of the FacilityWISE process. Our team utilizes a real time proprietary database system to track and report cost reduction and design change ideas. This innovative database allows us to keep track of the cost, implications, and decision status of every idea. Weekly updates can be provided to a designated client contact.

COMPANY	ANNUAL SALES REVENUE	# OF FACILITIES	# OF COST SAVING IDEAS	# OF IDEAS APPROVED	PROPOSED SAVINGS (PER FACILITY)
Publix	\$30.6 BILLION	1,100	110	69	\$1.2 MILLION
Meijer	\$15.8 BILLION	200	884	287	\$5 MILLION
The Home Depot	\$83.1 BILLION	2,250	125	87	\$300 K
AMC	\$2.6 BILLION	350	109	75	\$625 K
H-E-B	\$13 BILLION	300	181	55	\$700 K
National Heritage Academies	\$100 MILLION	60	132	73	\$575 K
CVS/CAREMARK	\$87 BILLION	7,600	N/A	N/A	\$195 K



**25-30%**

**CONSTRUCTION COST SAVINGS**  
 Successful delivery of cost reduction solutions for major national clients.



PLACES WE HAVE BEEN

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## CLIENTS

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### CORPORATE

ADP  
AMWAY CORPORATION  
BLUE CROSS BLUE SHIELD  
GENERAL DYNAMICS  
PRIORITY HEALTH  
STEELCASE  
X-RITE

### DEVELOPERS

GENERAL GROWTH PROPERTIES  
GRANGER GROUP  
HIGHPOINT DEVELOPMENT  
RAMCO GERSHENSON  
ROCKFORD CONSTRUCTION DEVELOPERS  
WESTFIELD CORPORATION  
WORKSTAGE

### GROCERY/SUPERMARKETS

FARMER JACKS/A&P  
H-E-B  
MEIJER, INC.  
PUBLIX SUPER MARKETS, INC.  
SPARTAN STORES

### HOSPITALITY

BAYMONT HOTELS  
DAYS INN HOTELS  
HAWTHORNE SUITES  
SUPER 8 HOTELS  
WINGATE HOTELS  
WYNDAM HOTEL GROUP

### RETAIL

BEST BUY  
CVS/CAREMARK  
KOHL'S DEPARTMENT STORES  
LOWES HOME IMPROVEMENT  
PET SMART  
TARGET, INC.  
THE HERTZ CORPORATION  
THE HOME DEPOT, INC.

### THEATRE/ENTERTAINMENT

AMC THEATRES  
CELEBRATION! CINEMA  
LOEWS THEATRES  
MAGIC JOHNSON THEATRES  
STAR THEATRES  
VINTAGE CINEMAS



**INSPIRING RESULTS**