



2018 C&S COMMUNITY INVOLVEMENT REPORT

C&S celebrates 100 years of *nourishing* communities



One hundred years ago, two partners, Israel Cohen and Abraham Siegel, opened a small warehouse in Worcester, Massachusetts and began making deliveries to local grocery stores. They named their fledgling business C&S Wholesale Grocers. Today, C&S is America's largest wholesale grocer, serving more than 14,000 retail and institutional customers across the nation.

As C&S celebrates its 100th anniversary, we look back with pride on a long history of hard work and customer service. This same ethic of service underlies our corporate citizenship and community involvement efforts. You'll learn more about our community outreach, and about our company history, in the coming pages. We are grateful to everyone—our customers, vendors, employees, and partners—who has helped us reach this important milestone.

Today, our social impact is focused in four areas:



Eliminating
Hunger



Strengthening
Communities



Protecting Our
Environment



Encouraging
Volunteerism

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100 years of *growth* and change

Since 1918, as America's tastes and shopping habits have evolved, C&S and our family of companies have kept pace with consumer needs and technological advances.



100 YEARS C&S: 1918 - 1938 The Early Years



In 1918, the **first delivery trucks** rolled out of Israel Cohen and Abraham Siegel's Worcester, Massachusetts warehouse.

When C&S first opened, **America's favorite foods** included Campbell's Soup, Maxwell House Coffee, Kellogg's Corn Flakes, and Heinz Ketchup.



In 1929, the **Blackstone River flooded**, destroying the entire inventory in the C&S warehouse. The next year, the company moved to a drier location.



During the Depression, many families could not afford lunch for their children. The U.S. government stepped in, distributing surplus food to schools in impoverished areas. In the 1940s, this initiative became the **National School Lunch program**.



Young Lester Cohen worked in the C&S warehouse as a teenager, lifting **100-pound bags** alongside brawny coworkers and trying to impress his dad, C&S founder Israel Cohen.

Our Family of Companies

These are the diverse and innovative companies that help us deliver on our promise of great customer service.



C&S is the largest wholesale grocery supply company in the U.S. and the industry leader in supply chain innovation. The company is headquartered in Keene, NH.



ES3 uses advanced automation and collaborative warehousing to make the supply chain faster, more efficient, and more profitable for manufacturers and retailers. The ES3 flagship facility is in Pennsylvania.



Grocers Supply specializes in serving independently owned grocery stores from its distribution centers in Houston and the Dallas area.



Hansen is a foodservice and retail distribution company that services customers from warehouses on the islands of Oahu, Hawaii, Maui, and Kauai.



Symbotic has developed proprietary and innovative robotics and software to deliver an advanced automation solution to make the supply chain faster, more efficient, and more profitable. The company has offices in Massachusetts and Quebec.



FreshKO, located in Fresno, CA, specializes in the sourcing and distribution of fresh foods and related items to customers in California, Oregon, Nevada, and beyond.



Davidson provides direct store delivery services for over 6,000 specialty, kosher, and ethnic products from its Connecticut warehouse to retailers in New England and the New York metro area.



100 years of *visionary* leadership

A “kitchen table” conversation with C&S leadership

In late 2018, three C&S leaders met to reflect on 100 years of growth and change. Joining Lester Cohen (age 94 and son of C&S founder Israel Cohen) were Lester’s son, Rick Cohen, Executive Chairman, and Mike Duffy, who assumed the role of CEO in 2018.



Here are some excerpts from their informal conversation; the full session can be viewed at community.cswg.com/cs-cares/community-involvement-videos/.



Lester Cohen

On growing up with C&S

When I was growing up, I used to love to go down to the warehouse... and in those days everything came in 100-pound bags. I wanted to show those big husky guys that I could lift heavy bags too...though I wasn't very big.

On the early days of computers

It used to be everything was done with paper and pencil. But one day, a customer asked us about using computers. So I called IBM and they sent me to Binghamton, New York to IBM school. I learned how to run an IBM pull card system. We had cards that represented every case in the warehouse. That was the beginning of our computerization.

On why C&S succeeded

You have to work very hard in this business, but you also need luck. We were able to get customers, at times, because our competition was arrogant with customers. Then we came along and said, “What do you want? Anything you want, we'll take care of you.”



Rick Cohen

On his early days at C&S

My dad loves to sell, so in the early days my job was to basically call every retailer and try to get an appointment. And when I did, my dad and I would get in the car and drive there and try to sell. My dad let me make a lot of decisions at a very early age. Every once in a while he'd ask me to think twice about something, but we pretty much always thought the same way.

On customer service

Happy customers were always our goal...braggingly happy customers. People who love doing business with us.

On integrity in business

Honesty and integrity are two values we believe in at C&S. That means being straight with people...whether the news is good or bad.

On supporting local communities and nonprofits

For me, philanthropy is about supporting our people and the communities we live in. I've learned that when you give back, your employees really appreciate it. They feel proud to be part of a company that cares. And it's the right thing to do.



Mike Duffy

On taking over the leadership of C&S

It's an honor to follow in both Lester and Rick's footsteps to lead the company. Rick's been a great partner throughout this process, providing feedback and coaching. I feel confident that we have the right values, the right people, and the right processes to ensure success as we go forward.

On meeting today's business challenges

There are some interesting challenges we face now as a company. The external market is changing. You have retailers and manufacturers consolidating. You have shoppers and consumers changing their buying behaviors, both in where they purchase their groceries and how they consume them. We're definitely entering a new era in food marketing and logistics.

On giving back

We're part of the fabric of the community and we strive to make the communities we live and work in better. Whether it's time or money, people enjoy giving back and paying it forward—and it shows. It shows when you meet the people who benefit from it as well.

Our Purpose:

Adopted in 2018, our purpose statement guides what we do and how we do it:

To keep people and our communities fed by providing value to our customers through innovation and scale.

Our Values:



We work as one team.



Every person matters.



We're tenacious in fulfilling our commitments.



We challenge the status quo.



We continually work to make our work environments and our communities better.

100 years of *feeding* the U.S.

As the nation's largest grocery wholesaler, C&S knows how to deliver food efficiently—not only to supermarkets and other retail customers but also to those who are hungry and food-insecure. We are committed to helping ensure that every American has reliable access to nutritious food.

At the national level, the company supports these leading hunger organizations:

Feeding America

Feeding America is a nationwide hunger-relief charity helping more than 46 million Americans annually, including 12 million children and 7 million seniors. C&S is a Leadership Partner of Feeding America and, in 2018, provided 600,000 servings of nutritious, shelf-stable milk to kids through the Backpack Program and school pantries. Our support for Feeding America's innovative public awareness campaign for the summer meals program built buzz and attracted more than 2.2 million views on social media.

This year, C&S also made grants to food banks and continued our year-round donations of millions of pounds of food to 24 statewide and regional food banks in communities where the company operates.

Share Our Strength/ No Kid Hungry

Share Our Strength's No Kid Hungry campaign, supported by C&S since 2008, aims to end child hunger in the United States. Summer is often the hungriest time of year for many children because they no longer have access to school-based meal programs. This year, the company helped No Kid Hungry expand access to summer meals for kids through 30 programs in six states.



The No Kid Hungry "Summer Eats" van

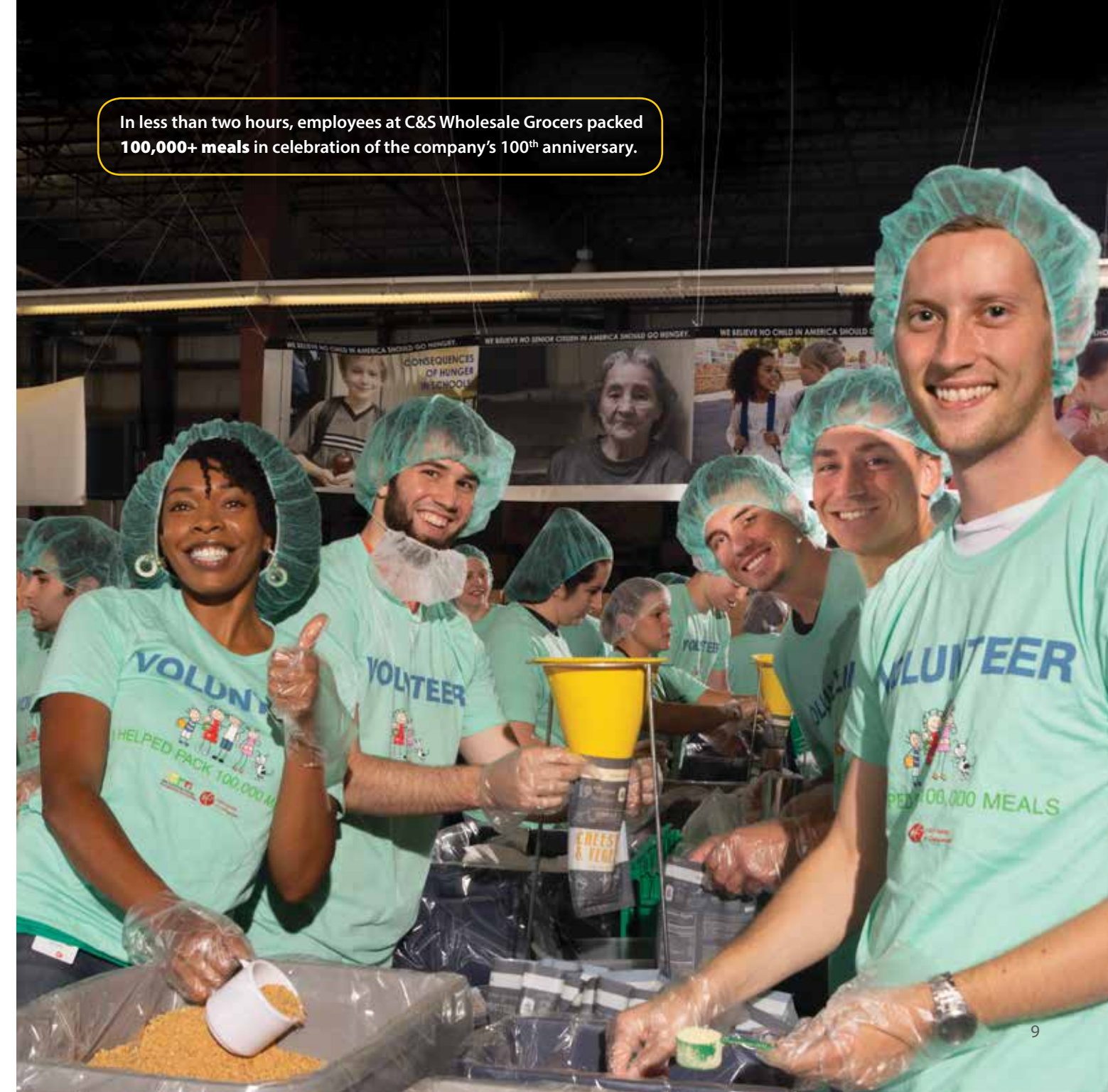
Congressional Hunger Center

The Congressional Hunger Center in Washington, D.C. trains and inspires the next generation of hunger activists and advocates for policies to create a food-secure world. In 2018, C&S helped fund the 24th class of Emerson Hunger Fellows, who worked in child hunger and nutrition programs in eight states.

FoodCorps

FoodCorps is a national nonprofit that partners with AmeriCorps volunteers to connect kids to healthy food in high-need schools. Support from C&S was directed to 10 schools in Connecticut and Massachusetts, reaching 3,300 kids. C&S also funded the purchase of books and educational supplies to enhance nutrition education in 350 schools.

In less than two hours, employees at C&S Wholesale Grocers packed **100,000+ meals** in celebration of the company's 100th anniversary.



Hunger can happen to *anyone*

A job loss, high medical bills, a natural disaster, even a low wage—there are many ways Americans can find themselves food insecure. **Here are some real examples from our food bank partners:**



Vanessa is a single mother of three who is unable to make ends meet—even though she works full-time.



James, a 69-year old retiree, worked hard his whole life but lost his house in the recession and was forced to spend his life savings on medical bills.



Emma's mom works multiple jobs to pay the bills and doesn't have time to cook dinner before heading off to her night job.



Manny, a single father, has custody of his four children. The family relies on their local food bank for fresh, healthy food.

The C&S Family of Companies proudly provides ongoing support to 24 food banks near our locations:

CALIFORNIA

Central California Food Bank
Sacramento Food Bank and Family Services
Second Harvest Food Bank of San Joaquin & Stanislaus Counties

CONNECTICUT

Foodshare

FLORIDA

Feeding Northeast Florida
Feeding South Florida
Feeding Tampa Bay

HAWAII

Hawaii Foodbank

LOUISIANA

Second Harvest Food Bank of Greater New Orleans

MASSACHUSETTS

Food Bank of Western Massachusetts

MARYLAND

Maryland Food Bank

NEW HAMPSHIRE

New Hampshire Food Bank

NEW JERSEY

Community Food Bank of New Jersey

NEW YORK

Food Bank of the Hudson Valley
Regional Food Bank of Northeastern New York

PENNSYLVANIA

Central Pennsylvania Food Bank
Second Harvest Food Bank of the Lehigh Valley and Northeast Pennsylvania
Second Harvest Food Bank of Northwest Pennsylvania
Greater Berks Food Bank

SOUTH CAROLINA

Harvest Hope
Lowcountry Food Bank

TEXAS

Houston Food Bank
North Texas Food Bank

VERMONT

Vermont Foodbank

100
YEARS

C&S: 1939 - 1959
Post-War Trends
Toward Convenience

Lester Cohen served as a B-24 navigator in the Pacific during World War II. From this experience, Lester sees an opportunity for C&S to work with commissaries on military bases. By 2008, C&S is servicing 19 bases.



Before 1940, most Americans shopped at small grocery stores. By the 1950s, three new "supermarkets" were opening every day, transforming how Americans shopped—and changing the wholesale grocery industry.



In 1946, President Harry Truman signs the **National School Lunch Act**, ensuring free or reduced-cost lunches for students from low-income families.

In 1953, the **frozen TV dinner debuts**. American families move into their living rooms to eat dinner in front of their televisions.



In 1955, **Israel Cohen retires**. Lester Cohen assumes leadership of C&S. Lester continues to expand markets and bring technological advancements into warehouse operations.

During the Fifties, convenience and "instant" foods like cake mixes, Minute Rice, and Kool-Aid are among the most popular products shipped from C&S warehouses.

100 years of *rolling up* our sleeves

Volunteerism at C&S

At C&S, tackling big jobs is all in a day's work—on or off the clock. At every one of our locations, you'll find a strong spirit of volunteerism and community service among our associates. As individuals and enthusiastic teams, we make life better for neighbors in need.

National Volunteer Month

Along with millions of Americans, teams of C&S employees marked National Volunteer Month in April at community organizations. Our 25 projects included volunteering at food banks, schools, senior centers, organizations serving the disabled, Habitat for Humanity, and others.

Clothing Drive

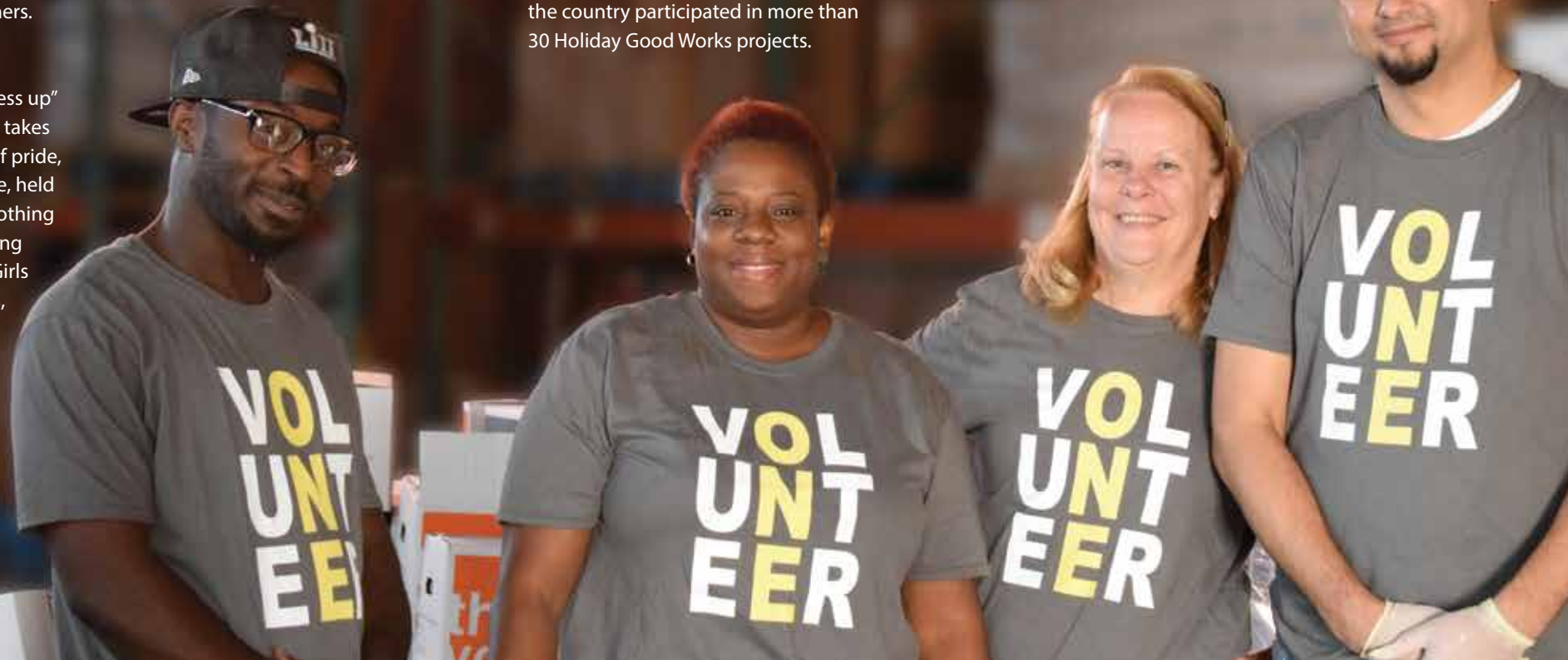
A warm coat, new socks, a "dress up" outfit—sometimes that's all it takes to enhance a person's sense of pride, dignity and comfort. Our drive, held annually in the fall, collects clothing for local organizations including homeless shelters, Boys and Girls Clubs, family resource centers, and the Salvation Army.

Martin Luther King, Jr. Day of Service

Since 2009, C&S employees have participated in the national Martin Luther King, Jr. Day of Service. In 2018, our volunteers visited Head Start classrooms and schools in low-income neighborhoods to read to very young children and to give them new books.

Holiday Good Works

This initiative taps into the generous spirit of our employees, who step up to partner with organizations such as the U.S. Marine Corps Reserve "Toys for Tots" program, Big Brothers Big Sisters, homes for children, and veterans groups. Last year, employees across the country participated in more than 30 Holiday Good Works projects.



Meet our 2018 Volunteer of the Year

Joel Arvelo has a passion for hard work and serious play. On the job, he operates a forklift at a C&S distribution center in Pennsylvania. When not at work, he volunteers as a soccer coach and board member for the nonprofit Allentown Youth Soccer Club.

"Joel is selfless in giving his time, skills, and energy," says Mike Duffy, CEO of C&S. "His involvement benefits local children by developing their athletic skills, promoting sportsmanship, and fostering teamwork. The ripple effects are apparent in their lives, in their classrooms, and in the wider community. We are proud to recognize Joel as our Volunteer of the Year."

In 2018, Joel was chosen as a recipient of a Daily Point of Light Award for his outstanding service. The award is given out each weekday by Points of Light, the world's largest organization dedicated to volunteerism. Established by President George H.W. Bush, this honor recognizes extraordinary people who give their time and talent to better their communities.

Preserving our planet for *generations* to come

Taking responsibility for the health of our planet is everyone's business. At C&S, we continue to make significant investments in conservation, recycling, waste reduction, and high-efficiency technology to help ensure that future generations will enjoy clean air, pure water, and abundant natural resources.

C&S RECYCLES

Through our recycling programs, C&S diverts 47% of its waste from landfills.

| Category | Tons Recycled |
|---------------------|---------------|
| Office paper | 69 |
| Warehouse paper | 253 |
| Cardboard | 20,410 |
| Plastic shrink wrap | 3,934 |
| Wooden pallets | 79,449 |
| Food (non-edible) | 686 |
| Computers & servers | 8 |

Operational efficiencies deliver environmental benefits

In 2018, C&S made great strides through:



Continued Installation of LED Lighting

Since 2013, LED lighting projects have been completed at 23 C&S facilities. In one of our Bethlehem, PA distribution centers, we replaced 1,276 bulbs and installed 873 LED fixtures.



Upgraded Battery Chargers

We installed iBOS Battery Management Systems in distribution centers in four states, leading to a 3.8% reduction in batteries and a 2.5% reduction in chargers.



Improved Refrigeration Operations

C&S has launched a pilot study at our freezer distribution center in Aberdeen, MD. The study will lead to development of a Refrigeration Energy Management Plan to be implemented throughout the company.



Expanded Energy Star Portfolio® Manager

We identified efficiency opportunities in 30 facilities using Energy Star®.

Rolling responsibly

C&S is committed to reducing our transportation-related greenhouse gas footprint through design innovation and technology. Our newest trucks reflect advances that deliver efficiency and environmental benefits.



Cab Extenders
(Reduced air drag)

Electric Standby for Refrigerated Trailers
(Reduced emissions and noise)

Aero Caps and Skirts
(Reduced air drag)

Tank Fairings
(Reduced air drag)

Low-Rolling Resistant Tires with 3X Recapping Capability & Inflation Systems
(Extended tire life and reduced air drag and fuel consumption)

Aluminum Wheels
(Reduced vehicle weight)

Cutting Edge Tractor Transmission Technology
(Governs speed and helps support enhanced fuel consumption)

Our new truck and trailer technologies have helped eliminate over 60,000 metric tons of CO₂ from the environment in the last two years.

MORE SUPPORT FOR THE ENVIRONMENT



The Conservation Fund/Go Zero®

C&S has invested in the work of The Conservation Fund since 2002. To date, we have helped offset 85,318 metric tons of CO₂, planted 104,963 trees, and conserved or restored 541 acres of land.

In 2018, our support to The Conservation Fund had three components:

- 1 Offsetting a portion of our greenhouse gas emissions through the protection and restoration of the Garcia River Forest in California
- 2 Offsetting a portion of our wood pallet usage through a sustainable tree harvest in Pennsylvania
- 3 Improving the environment and trapping greenhouse gas by planting trees at the Trinity River National Wildlife Refuge in Texas

Student Conservation Association

For the past six years, C&S has supported the Student Conservation Association's innovative Veterans Fire Corps, which trains teams of military veterans in wildfire prevention, firefighting, and fuel reduction techniques.

In 2018, our contribution helped train, equip, and deploy teams to the Bighorn National Forest in Wyoming, the Black Hills National Forest in South Dakota, and a roving team in the Gulf Region.



13 CLIMATE ACTION



United Nations Sustainable Development Goal #13

As greenhouse gas emissions rise, the effects of climate change are felt globally. By taking action through environmental sustainability projects and programs, C&S is committed to a sustainable world for everyone.

Responding and rebuilding ... *Together*

In 1929, floodwaters destroyed the entire inventory at the original C&S warehouse in Worcester, MA. Our experience of rebuilding after a devastating loss has helped our company understand how disasters affect people's lives. We are motivated to respond with humanitarian assistance after fires, floods, earthquakes and other catastrophes.

Here are some of our responses in 2018:



Hurricane Florence

In just three days, communities in the Carolinas were deluged with months' worth of rain. Widespread flooding and destruction claimed 40 lives and left millions without electricity, food, or water. C&S quickly stepped up with 25 tons of food, snacks, and bottled water for people being helped by the Food Bank of Central & Eastern North Carolina.

Hurricane Michael

Hurricane Michael was one of the most intense hurricanes in U.S. history, leaving a swath of destruction across the Southeast. A C&S grant to the American Red Cross supported 27 shelters and evacuation centers and provided health-related services and more than 125,000 snacks and meals.

California Wildfires

2018 was the worst year in history for California wildfires, claiming more than 90 lives, burning more than 1.6 million acres, and destroying thousands of homes.

Carr and Mendocino Complex Fires

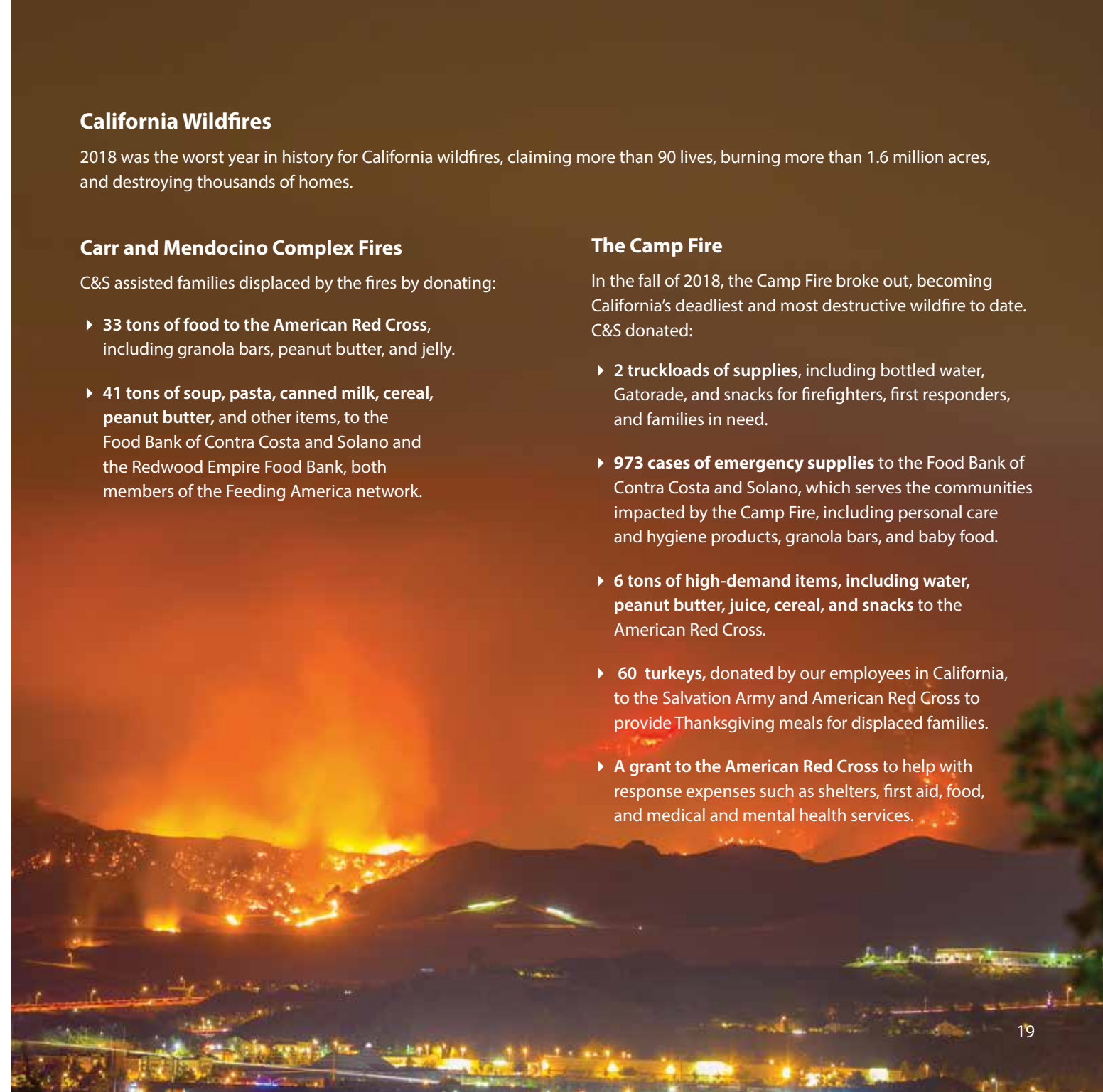
C&S assisted families displaced by the fires by donating:

- ▶ 33 tons of food to the American Red Cross, including granola bars, peanut butter, and jelly.
- ▶ 41 tons of soup, pasta, canned milk, cereal, peanut butter, and other items, to the Food Bank of Contra Costa and Solano and the Redwood Empire Food Bank, both members of the Feeding America network.

The Camp Fire

In the fall of 2018, the Camp Fire broke out, becoming California's deadliest and most destructive wildfire to date. C&S donated:

- ▶ 2 truckloads of supplies, including bottled water, Gatorade, and snacks for firefighters, first responders, and families in need.
- ▶ 973 cases of emergency supplies to the Food Bank of Contra Costa and Solano, which serves the communities impacted by the Camp Fire, including personal care and hygiene products, granola bars, and baby food.
- ▶ 6 tons of high-demand items, including water, peanut butter, juice, cereal, and snacks to the American Red Cross.
- ▶ 60 turkeys, donated by our employees in California, to the Salvation Army and American Red Cross to provide Thanksgiving meals for displaced families.
- ▶ A grant to the American Red Cross to help with response expenses such as shelters, first aid, food, and medical and mental health services.



Responding to *ongoing* humanitarian needs

One year after Hurricane Maria

To help families who continue to struggle after the damage caused by the hurricane, C&S provided support to the **Food Bank of Puerto Rico** for the **BackPack Program**. Funding was directed to the island of Culebra, where the child food insecurity rate is 56 percent, nearly three times the average on the mainland. Children enrolled in the program receive free, nutritious, easy-to-prepare food to take home on weekends and school vacations.



United Nations Sustainable Development Goal #2

The numbers are staggering; there are nearly 3 billion hungry or undernourished people on the planet. Joined in the belief that it is time to make changes, leaders around the globe are rethinking how the world grows and consumes food. C&S agrees that no one should go hungry.

Twenty years after the genocide

As Rwanda continues to rebuild after the horrors of the genocide that took place two decades ago, the World Food Programme (WFP) has a strategy to build the country's food security.

With support from C&S, the WFP's new **Home Grown School Feeding program** helped to supply 80,000 meals made with fresh ingredients grown by local farmers to 104 schools. This creates a sustainable solution for farmers to support their families and provides an incentive for 24,000 Rwandan children—especially girls—to attend school.



Investing in *healthy* children and communities

The success of our nation depends, in large part, on thriving communities and healthy children.

Here are just a few of the innovative programs we supported in 2018 to encourage health, literacy and leadership among young people:

generationOn *(a Points of Light Enterprise)*

In 2018, the country said a final goodbye to President George H.W. Bush, who famously encouraged all Americans to volunteer in their communities. President Bush led by example, both as a volunteer and as the founder of Points of Light, a national nonprofit that provides support and tools for volunteers. As the youth division of Points of Light, generationOn inspires and mobilizes young volunteers to take action for positive change, creating a world "in which everyone has discovered their power to make a difference." This year, C&S and generationOn launched the 5 Hour Marathon to End Hunger in five cities. The initiative involved young people who tackled volunteer projects, including the collection of nonperishable canned goods for holiday food baskets donated to families in need.



100
YEARS

C&S: 1960 - 1980
Gaining Momentum,
Giving Back

In 1963, C&S moves to a 200,000 sq. ft. facility formerly owned by the Pullman company, which manufactured **subway cars** for Boston's famous Red Line.



After graduating from the Wharton School at the University of Pennsylvania in 1974, **Rick Cohen** joins his father at C&S.



In 1974, C&S established a relationship with **United Way**. This marks the start of the company's community involvement programs.



In 1980, C&S designates **America's Second Harvest** (now **Feeding America**) as the company's primary national partner for hunger relief. Over the next 30 years, C&S donates more than **2 billion pounds of food.**





Edge of Leadership

Being a young person today can be challenging. There are many decisions and choices to be made on the road to adulthood. The Edge of Leadership program (EOL) aims to empower students by utilizing learning challenges that foster confidence, leadership, critical thinking, and team-building skills. Developed by the renowned High 5 Adventure Learning Center, EOL takes a positive, adventurous approach to helping students use their creativity and energy to positively influence both their schools and communities. C&S has helped make EOL a signature program of the Keene, NH School District.

First Book

When is a book more than a book? When it opens the door to health, hope, and educational achievement. First Book is a nonprofit social enterprise that does all this, providing new books, educational resources, and other essentials—including coats, snacks, and hygiene kits—to educators serving children in high-need schools and communities. C&S supports First Book through a partnership called Food for the Body, Food for the Mind. Since 2008, C&S has helped First Book distribute more than **380,000 brand-new books** to young children from low-income families in communities across the U.S.



100
YEARS

C&S: 1981 - 2000
Becoming a
National Force



In 1981, C&S plans a new facility in **Brattleboro, VT** to service chain stores more effectively, with sales over the next few years climbing to **\$14 million**.

Moved by the challenges facing kids with cancer, Rick Cohen champions the annual **C&S Charity Golf Outing** in 1985 to fund organizations helping children with cancer. To date, C&S has raised more than **\$18 million** for children's charities.



Tee Up for Kids™
Good fun. Great cause.

In 1988, C&S wins **Stop & Shop's frozen food business** and builds a freezer unit at its Brattleboro, VT facility. The same year, C&S acquires the dry grocery business for **Waldbaum's Food Mart**, a division of A&P, and the company's sales reach \$540 million.



Throughout the 1990s, C&S continues to add regional and national customers, including **Wal-Mart Super Centers, Pathmark, Superfresh, Grand Union, Shaw's, Safeway, and Giant Foods**. The company adds massive freezers and refrigerators for dairy, meat, and frozen foods. In 1991, annual sales for C&S reach \$1 billion.

What a *difference* two days can make!

Question: What do you get when you combine two days of great golf with a driving desire to help kids in need?

Answer: Close to **two million dollars** for organizations making a big difference for children.

C&S's annual charity golf outing, Tee Up for Kids, raised over \$1.8 million this year¹ for organizations that help children living with cancer or struggling with food insecurity. More than 1,000 golfers participated in the fundraiser, now in its 33rd year.

Donations were made to eight nonprofits in 2018:



Children's Hospital at Dartmouth-Hitchcock

(Lebanon, NH)

This highly-regarded medical center received **\$460,000** for care and treatment of children in its pediatric oncology unit.



Jimmy Fund/Dana-Farber Cancer Institute

(Boston, MA)

A donation of **\$260,000** will help researchers at Dana Farber search for more effective treatments for pediatric cancer patients.



Feeding America

(Chicago, IL)

America's largest hunger organization received **\$425,000** from C&S for its national Backpack Program and child hunger initiatives.



Share Our Strength

(Washington, DC)

C&S donated **\$396,000** to the No Kid Hungry campaign, the nation's leading child-focused hunger initiative.



New Hampshire Food Bank

(Manchester, NH)

C&S contributed **\$30,000** each toward child hunger programs at three food banks near communities hosting our golf outing.



Vermont Foodbank

(Brattleboro, VT)



Food Bank of Western Massachusetts

(North Hatfield, MA)



The Hole in the Wall Gang Camp (Ashford, CT)

This beloved kids' camp, founded by Paul Newman so that youngsters with cancer could enjoy all the fun of a real summer camp, received **\$175,000** to fund camperships for kids who otherwise could not afford to come.

United in *support* of healthier communities

United Way focuses on creating positive change by raising funds and awareness for community nonprofits. The United Way recently sharpened its focus to support organizations that improve outcomes in health, education, and financial stability.

C&S began supporting the United Way in 1974. Since then, our employees and a company match have raised millions of dollars for communities where we operate.

In 2018, C&S donated more than \$1.3 million to more than 80 United Ways across the country. We are proud to be a member of the United Way's National Corporate Leadership Program, which recognizes America's top corporate donors.



Employees at the C&S Family of Companies pledged support to these United Ways in 2018*:

California

United Way California Capital Region
United Way of Fresno & Madera Counties
United Way of San Joaquin County

Connecticut

United Way of Central & Northeastern Connecticut

Florida

Heart of Florida United Way
United Way of Miami-Dade
United Way of Northeast Florida
United Way Suncoast

Hawaii

Aloha United Way

Iowa

United Way of Muscatine

Louisiana

United Way of Southeast Louisiana

Maryland

United Way of Central Maryland

Massachusetts

United Way of Hampshire County
United Way of Massachusetts Bay & Merrimack Valley
United Way of Pioneer Valley

New Hampshire

Monadnock United Way

New Jersey

United Way of Central Jersey

New York

United Way of Dutchess-Orange Region
United Way of the Valley & Greater Utica

Ohio

United Way of Sandusky County
United Way of Warren County

Pennsylvania

DuBois Area United Way
United Way of Berks County
United Way of Greater Lehigh Valley
United Way of York County

South Carolina

Trident United Way
United Way of Greenville County

Texas

United Way of Greater Houston
United Way of Metro Dallas

Vermont

United Way of Windham County

*partial list

100
YEARS

C&S: 2000 - 2009
Leading Our Industry
and Making a Difference

On September 12, 2001, the day after 9/11, C&S drivers deliver truckloads of bottled water and granola bars to **Ground Zero** for first responders. In 2002, the company launches its community-based **Mini Grant program**, with applications reviewed and decided on by local C&S employees. Between 2001 and 2002, C&S opens a distribution center in **Chester, NY** and the company's annual sales top \$8 billion.



The **American Red Cross** honors the company as a Platinum Sponsor, and 88 C&S associates participate in national **Make A Difference Day**, beginning a yearly tradition for the company. C&S also launches an annual food drive during **National Hunger Action Month**. Since then, employees have donated thousands of tons of food for kids and families at risk of hunger.

In 2004, **Forbes** magazine ranks C&S the **10th largest privately held company in the U.S.** That same year, C&S is named Philanthropist of the Year by the state of New Hampshire.

Also in 2004, C&S establishes **Dollars for Doers**, a program to support local organizations where employees volunteer.



Mini Grants. Major *impact.*

For C&S, thinking big comes naturally. But we also know small organizations can have a big impact when it comes to positive change. That's the inspiration behind our **Mini Grant** program, which awards modest grants to organizations in communities where our employees live and work. These funds help hundreds of groups do even more good, and **Sacramento Steps Forward** is just one example.

Founded in 2009, Sacramento Steps Forward aims to find permanent housing for homeless people instead of relying on temporary shelters. The agency employs teams of "navigators" who seek out the homeless to provide assistance. The group also partners with advocates, service providers, non-profits, faith leaders, policymakers, elected officials, citizens, and businesses—all working towards the common goal of ending homelessness.

More than 3,600 adults and children were homeless in Sacramento in 2018. A job loss, a divorce, medical bills, mental health, and substance abuse problems are factors that can lead to homelessness. In Sacramento, most people without permanent shelter are from the community, and don't have the means to leave. Many have chosen to stay in the place where they once worked and where they may have friends and family.

Homeless in America in 2018

554,000 Americans have no place to go for shelter on any given night

60,000+ U.S. military veterans are homeless

~44% Of homeless people are employed

1 in 50 American children are without permanent shelter



100
YEARS

C&S: 2000 - 2009

**Leading Our Industry
and Making a Difference**

In September 2005, C&S mobilizes to help victims of **Hurricane Katrina**, sending dozens of trucks loaded with bottled water, ice, and food to the Gulf Coast. Our trucks arrive days before any government assistance reaches the area.

Between 2006 and 2007, C&S acquires two facilities in **the Southeast**. C&S expands its business with **Albertson's** stores in Northern California and **annual sales reach \$20 billion**. In 2006, America's Second Harvest/Feeding America recognizes C&S as **Grocery Distributor of the Year**.



In 2007, Lester and Rick Cohen are inducted into the **Food Industry Hall of Fame** and C&S receives the **Hero Award** from **First Book**, a national childhood literacy organization. In 2008, C&S co-sponsors a conference with **Share Our Strength**. More than 300 leaders from across the country attend to learn and develop new ways to fight hunger.

In 2009, The Dave Thomas Foundation for Adoption names C&S first in our industry and 28th overall in their annual ranking of the nation's **100 Best Adoption-Friendly Workplaces**.



Meeting *local* needs...

C&S Mini Grants offer a boost to small nonprofits making a big difference in communities where our employees live and work.

Here are four examples:

Project Rousseau Houston, TX

The mission of Project Rousseau is to help students from impoverished neighborhoods reach their full potential through academic achievement and higher education. Most kids in the program come from homes with an average income of less than \$10,000, and many face violence and hardships such as homelessness and hunger.

Project Rousseau takes a holistic approach to connect kids to resources that provide access to housing, food, guardianship, and much more. C&S is proud to support the mission of this life-changing organization and its chapter in Texas, which operates with assistance from Rice University.



LASOS Bel Air, MD

LASOS stands for Linking All So Others Succeed. The name says it all for this small nonprofit located near the C&S distribution center in Aberdeen, MD. The organization offers classes to adults, teens, and children in technology, English, reading, and math. LASOS provides resources to assist people with integrating into the community and to improve communication with their families, friends, and in the workplace. In 2018, C&S provided a Mini Grant for a summer literacy program for children.



Hands In Helping Out Honolulu, HI

Hands In Helping Out (HIHO) promotes volunteerism through human connection. As their website says, HIHO believes in "volunteering our butts off." This irreverent and passionate belief in the power of human connection has helped the group grow to more than 4,500 people who volunteer over 2,000 hours a year with nonprofits. From hunger to literacy, from Special Olympics to conservation, HIHO's trained volunteers are ready to do whatever it takes to create positive change. A Mini Grant from C&S will be used for their volunteer education program.



Suffield Land Conservancy Suffield, CT

Around the country, woodlands, farms, and open spaces are disappearing due to development. The Suffield Land Conservancy is an organization that permanently conserves land and important natural resources and habitats. The Conservancy currently owns and protects more than 500 acres in the area. C&S is proud to support the group with a Mini Grant toward its mission and programs.



100
YEARS

C&S: 2009 - 2019
Expansion, Evolution
and Recognition

Between 2009 and 2011, C&S is honored with multiple regional and national awards for innovation and corporate citizenship, including **Wholesale Innovator of the Year** (The Griffin Report for Food Marketing), Partner of Excellence (Target Corporation), Cornerstone Award (New Hampshire Businesses for Social Responsibility), and the Salzberg Medallion for leadership in supply chain management (Syracuse University).

In 2012, C&S is recognized with the Department of Defense's **Seven Seals Award** for excellence as a military-friendly employer. The following year, Progressive Grocer names C&S as **Wholesaler of the Year**.



Between 2013 and 2015, C&S joins with **BILO/Winn-Dixie** in the largest wholesale outsourcing agreement ever. C&S also acquires **FreshKO Produce Services, Inc.** in California and completes the purchase of **Grocers Supply** in Houston, TX.



In January 2018, **Mike Duffy** takes the helm from longtime CEO and President Rick Cohen. Duffy, an experienced executive, spent more than 20 years in management at Cardinal Health, the Gillette Company, and Procter & Gamble. "I am honored to be joining the C&S team to continue and to build upon the impressive legacy of this organization," says Duffy.

2018 Grantee List

Together with these organizations, C&S is helping bring positive change to the world we share. Here are just some of the community, civic, and charitable groups we supported in 2018:

National Nonprofit Organizations

American Red Cross
Congressional Hunger Center
Feeding America
First Book
FoodCorps
One Warm Coat
Pack Shack
Points of Light Institute
Share Our Strength/No Kid Hungry
Student Conservation Association
The Conservation Fund
United Way Worldwide Disaster Relief Fund
World Food Programme

MID-ATLANTIC REGION

Maryland

DO Believe Foundation
Harford Community College
Inner-County Outreach
LASOS
Preston Mitchum, Jr. Foundation
Tabernacle of Faith Family Life Center
Youth Empowerment Source

New Jersey

Congenital Adrenal Hyperplasia Research Education & Support Foundation
New Jersey Institute for Disabilities

New York

Chester Little League
Food For Kids
Leghorn Fire Engine Company No. 1
Meals on Wheels of Greater Newburgh
Montgomery Food Pantry
New Day Food Pantry
Orange County Land Trust
Safe Harbors of the Hudson
The Matthew Foundation
The Susie Reizod Foundation
Warwick Community Bandwagon
Washington's Headquarters State Historic Site

Pennsylvania

Allentown Symphony Association
Allentown Youth Soccer Club
Autism York
Brockway Old Fashioned 4th of July
Catasauqua Youth Athletic Association
Cen-Clear Child Services
Conrad Weiser Middle School
Gateway Humane Society
Habitat for Humanity of the Lehigh Valley
Lehigh Valley Families Together
LifeSpan Family Services of Pennsylvania
Making a Difference of Lebanon
Matamoras Fire Department
Meals on Wheels of Lehigh County
Meals On Wheels of Northampton County
Northampton County Special Olympics

Olivia's House-A Grief and Loss Center for Children
Operation Homefront
Science Olympiad
Skip Program
The Arc of Jefferson and Clearfield Counties
The Gress Mountain Ranch
Treats for Troops
Turning Point of Lehigh Valley
Veteran Service Canines
Western Berks Free Medical Clinic
York County History Center
York County Literacy Council
Youth Reaching Youth

NORTHEAST REGION

Connecticut

Boys and Girls Clubs of Hartford
CT Walks for Haiti
Emergency Aid Association
Grace Academy
Hole in the Wall Gang Camp
Safe Deposit Box
SHIFT Scoliosis & Orthopedics
Suffield Land Conservancy
University of Saint Joseph
Windsor Locks Middle & High Schools

Massachusetts

3 County Fair
Amelia Park Ice Arena & Amelia's Garden
Amherst Rotary Good Works Fund
Autism Speaks
Big Brothers Big Sisters of Hampden County
Big Brothers Big Sisters of Hampshire County

Cancer Connection
Center for Human Development
DIAL/SELF
Domus Incorporated
Easthampton High School
Franklin County Community Meals Program
Friends of the Westfield 350
Frontier Regional School
Girls on the Run Western MA
Helping Hearts for Hadley Schools
Homeward Vets
John Ashley Kindergarten PTO
Kestrel Land Trust
Look Memorial Park
New England Food Foundation
North Star: Self-Directed Learning for Teens
Northampton High School Model UN
Northfield Elementary School PTO
Open Pantry Community Services
Project 351
Project Bread
Revitalize CDC
Riverside Industries
Safe Passage
Shriners Hospitals for Children
Soupy for Loopy Foundation
Springfield Central High School
Stone Soul
Survival Centers
The Stanley Park of Westfield
Unify Against Bullying
Venture Out Project
Westfield Public Schools

New Hampshire

ACCESS
Antioch University New England
Apple Hill Center for Chamber Music Arts Alive!
Big Brothers Big Sisters of New Hampshire
Cedarcrest Center for Children with Disabilities
Cheshire Children's Museum
Cheshire Fair Association
Cheshire Medical Center
Children's Hospital at Dartmouth
Clarence DeMar Marathon
Colonial Theatre Group
Compassion Food Pantry
End 68 Hours of Hunger
Fall Mountain Food Shelf
Fall Mountain Regional High School Football Booster Club
Franklin School PTC
Friends of Norris Cotton Cancer Center
Friends of the Walpole Town Library
Gert's Food Pantry
Greater Keene Youth Baseball and Softball Association
Hannah Grimes Center
Harris Center for Conservation Education
Harrisville Wells Memorial School
Hinsdale Education Foundation
Hinsdale Fire Department
Hinsdale Middle/High School
Historical Society of Cheshire County
Home Healthcare, Hospice and Community Services
Hundred Nights Emergency Cold Weather Shelter
Joan's Food Pantry

Jonathan Daniels Preschool
Keene Day Care Center
Keene Education Foundation
Keene Family YMCA
Keene Head Start
Keene High School
Keene Housing Kids Collaborative
Keene Knights
Keene Music Festival
Keene State College
Keene Swamp Bats
Kiwanis Club of Keene
Linda's Closet
Making Community Connections Charter School
MAPS Counseling Services
Mariposa Museum & World Culture Center
Marlborough School
MoCo Arts
Monadnock Center for Violence Prevention
Monadnock Conservancy
Monadnock Developmental Services
Monadnock Family Services
Monadnock Farm and Community Coalition
Monadnock International Film Festival
Monadnock Music
Monadnock Pumpkin Festival
Monadnock Regional High School Project Graduation
Monadnock Regional Middle-High School
Monadnock Waldorf School
Montessori Schoolhouse
New Hampshire Businesses for Social Responsibility
New Hampshire Center for Nonprofits
Pathways for Keene

Peterborough Food Pantry
Peterborough Players
Rise for baby and family
Shelter From the Storm
Sophia's Hearth Family Center
Special Olympics New Hampshire
Stonewall Farm
Surry Volunteer Fire Department
Takodah YMCA
The Community Kitchen
The Compassionate Friends Monadnock Chapter
The Cornucopia Project
The Keene Senior Center
The Rindge Food Pantry
The Samaritans
Volunteer NH
Westmoreland Fire & Rescue

Vermont

3 Generations Collaboration
Academy School
Arts Council of Windham County
Bellows Falls Area Senior Center
Bellows Falls Central Elementary School
Big Brothers Big Sisters of Vermont
Bonnyvale Environmental Education Center
Boys and Girls Club of Brattleboro
Brattleboro Centre for Children
Brattleboro Fire Department
Brattleboro Kids Fair
Brattleboro Last Night
Brattleboro Literary Festival
Brattleboro Memorial Hospital
Brattleboro Museum & Art Center
Brattleboro Music Center
Windham Orchestra
Brattleboro Police Department
Brattleboro Senior Meals

Brattleboro Winter Carnival
Brattleboro Women's Chorus
By The People: Brattleboro Goes Fourth
Company of Muses
CT River Watershed Council
Deerfield Valley Rescue
Families First
Friends of Music at Guilford
Girls on the Run
Greater Falls Connections
Green Mountain Camp
Green Mountain Crossroads
Green Street School
Groundworks Collaborative
Guilford Central School
Harris Hill Ski Jump
High Five Adventure Learning Center
Hunger Free Vermont
Jessica's Closet
Landmark College
Make-A-Wish Foundation of Vermont
Marlboro College
New England Youth Theatre
Oak Grove School
Our Place Drop-In Center
Putney Community Cares
Putney Historical Society
Putney Recreation League
Rich Earth Institute
Sandglass Center for Puppetry and Theater
Saxtons River Recreation Area
Senior Solutions
Strolling of the Heifers
Sustainable Energy Outreach Network
The Family Garden
The I.N.S.P.i.i.R.E. School for Autism
The Warrior Connection

C&S proudly supports local organizations that help senior citizens in our communities. These groups interact with elders in important ways, often providing nutritious meals as well as opportunities to stay active and independent.



Employees at the C&S headquarters team up to express their enthusiasm about the company's centennial.



Town of Brattleboro Park & Recreation Department
 Vermont Foster/Adoptive Family Association
 Vernon Fire Association
 Vernon Preschool
 Wardsboro Volunteer Fire Department
 Westminster Cares
 Westminster Center School TEAM
 Westminster Volunteer Fire & Rescue
 Windham & Windsor Housing Trust
 Windham County Humane Society
 Windham County Safe Place Child Advocacy Center
 Windham County Sheriff's Office
 Winston Prouty Center for Child and Family Development
 Women's Community Center
 Youth Services

SOUTHEAST REGION

Florida

Affirming YOUth Foundation
 Arab American Community Center of Florida
 Baldwin Middle-Senior High School
 Boys and Girls Clubs of Tampa Bay
 Camaraderie Foundation
 Camillus House
 Campus Connection 838
 Cathedral Arts Project

Daily Bread
 Five Star Veterans Center
 Girls on the Run of Northeast Florida
 Grace International
 Habitat for Humanity of Greater Miami
 Hubbard House
 Hunger Fight
 I Have A Dream Foundation of Miami
 Jacksonville Public Libraries Foundation
 Meals on Wheels of Plant City
 Nehemiah Community Restoration Project
 North Florida Land Trust
 Plant City Black Heritage Celebration
 Seniors First
 SPCA
 Sunny Shores Sea Camp
 The WOW Center
 Urban Partnership of Miami-Dade County Coalition

Louisiana

Camp Bon Coeur
 Hammond Cultural Foundation
 Hammond Youth Education Alliance
 Quad-Area Community Action Agency
 Richard Murphy Hospice House
 Special Olympics Louisiana

Tangi Food Pantry
 Tangi Humane Society
 Woodland Park Elementary Magnet School

South Carolina

Atlantic Institute
 Charleston Animal Society
 Coastal Community Foundation of South Carolina
 Cross Elementary School
 Loaves & Fishes
 Meals on Wheels of Greenville
 Palmetto Housing and Assistance Coalition
 SC Run For The Fallen
 Shalom Recovery Services

SOUTHWEST REGION

Texas

Brazos Cub Scout Pack 133
 Candace Way Out Foundation
 Child Advocates
 Doing Our Part
 Infinite Hands Initiative
 La Buena Vida Youth Leadership Foundation
 Mothers Against Drunk Driving
 Plant It Forward Farms
 Texas Center for the Missing
 The Second Wind For Life Initiative
 Vision Now

WESTERN REGION

California

Advancing Independence
 Break the Barriers
 Court Appointed Special Advocates of Fresno and Madera Counties
 Foundation Aiding the Elderly
 Fresno Rescue Mission
 Friends Outside
 Kelly's Angels Foundation
 Poverello House
 Sacramento Children's Museum
 Sacramento Steps Forward
 San Joaquin River Parkway and Conservation Trust
 Stockton Fire Foundation
 Stockton Police Youth Activities
 Stockton Unified School District
 Taft Community Center
 Tree Fresno
 Valley Teen Ranch
 West Coast World Outreach

Hawaii

Hands In Helping Out
 Hawaii Conservation Alliance Foundation
 Susan G. Komen Hawaii
 The Private Sector

Our *next* 100 years

No one can predict the future, but we can all help create it.

As we celebrate our centennial, the C&S family of companies is committed to creating a future that works for everyone, including our business, our employees, and the social causes we support.

The foundation of C&S is built on a legacy of hard work, innovation, optimism, and giving back. It's also based on strong partnerships with customers, a reliance on driven and dedicated employees, and on our investments in communities where we operate.

No one knows what the food and logistics industry will look like 100 years from now. How will technology have changed the ways we grow, transport, shop for, and prepare our food? Will poverty and hunger be eradicated?

Today, as we look toward the future, one thing is certain; there is monumental change ahead. What remains steadfast is our company's commitment to nourishing change and strengthening communities. Thank you for playing a role in that—and for helping to set the table for America's families.





C&S Wholesale Grocers

| | |
|----------------------|--------------------|
| Aberdeen, MD | North Hatfield, MA |
| Baldwin, FL | Orlando, FL |
| Bethlehem, PA | Plant City, FL |
| Brattleboro, VT | Rancho Cordova, CA |
| Chester, NY | Robesonia, PA |
| DuBois, PA | Sacramento, CA |
| Edison, NJ | South Hatfield, MA |
| Fresno, CA | Stockton, CA |
| Hammond, LA | Suffield, CT |
| Jacksonville, FL | Westfield, MA |
| Kapolei, HI | Windsor Locks, CT |
| Keene, NH | York, PA |
| Mauldin, SC | |
| Miami, FL | |
| Montgomery, AL | |
| Newburgh, NY | |
| North Charleston, SC | |

ES3, LLC

Fremont, OH
Keene, NH
Mason, OH
Muscatine, IA
York, PA

**Davidson
Specialty Foods**

Newington, CT

**FreshKO Produce
Services, Inc.**

Fresno, CA

Grocers Supply

Dallas, TX
Houston, TX
Irving, TX

**Hansen Distribution
Group**

Kahului, HI
Keaau, HI
Lihue, HI
Pearl City, HI

Symbotic

Keene, NH
Montreal, Quebec
Wilmington, MA

Share your thoughts with us at CScommunityinvolvement@cswg.com.



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