



RE: Foodbuy Member Development COVID-19 Update

March 17, 2020

Dear Foodbuy Member,

The past few months since I joined the Member Development team have flown by as we've been sorting out the future of Member Development and how we can generate the maximum value for you and your business. Lots more to follow in the coming months regarding our strategy and what you can anticipate.

For now, I'm writing this note from my kitchen table as the Foodbuy team started teleworking yesterday, to do our part in social separation. These are certainly extraordinary times as businesses and families process and plan accordingly for the rapidly evolving state of COVID 19.

From a Foodbuy and Member Development perspective, we're focused on the safety of our teams and business critical operations. We're monitoring the situation closely and our teams are mobilized to respond to the changing situation as quickly as possible. While our next steps may vary depending on channel and region, here are some of the key things that we're working on:

- Monitoring supply levels and distribution continuity
- Establishing strategies to help Members bolster profit, where possible and practical.
- Meeting daily as a team via Webex to share information as its reported by channel and region
- Drafting "Day 1" action plans and outreach that will be deployed once the COVID risk is under control.
- Supporting other core Foodbuy functions

Please watch for further communication from your Account Manager; in our best effort to support your business, we will be coming to you with potential incremental profit opportunities, based on historical spend (reconciliation) and potential optimizations (future focus). Any opportunities that don't make sense at this time can be added to our "Day 1" plans.

We sincerely appreciate your partnership and business. Please take care of yourselves and your families.

Best regards,

A handwritten signature in blue ink that reads "Matt Robertson". The signature is fluid and cursive.

Matt Robertson | VP Member Development

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