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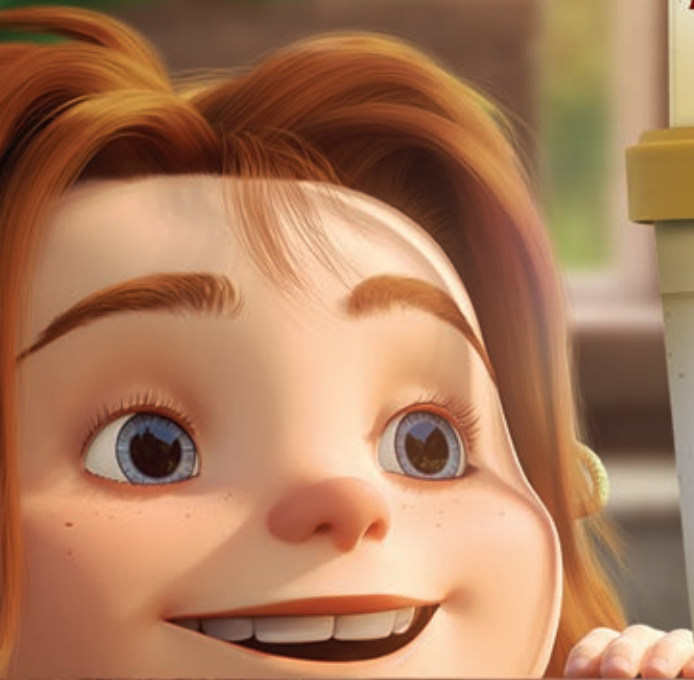
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Minnesota Grocers Association

1360 Energy Park Drive, #110

St. Paul, MN 55108

651-228-0973 (metro area)

1-800-966-8352 (outstate)

651-228-1949 (fax)

www.mnngrocers.com



COVER ▶▶▶▶▶

This year has seen a multitude of challenges. See what's cooking for the food industry of Minnesota.



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Thanks to the generous efforts of our exceptional retail and vendor partners, the 2019 Bag Hunger Campaign was an outstanding success. Together we made an impact in the fight to end hunger within our communities. We recognize the programs dedicated supporters, and the Silver Plate winners. Preview the 2020 campaign to make it the best year yet!

DEPARTMENTS

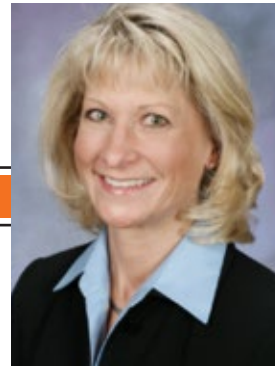
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From the President

JAMIE PFUHL



As you may know, I enjoy riding my bike, and it has been an important part of survival for me these last few weeks. You can social distance, don't need to wear a mask, and you can't hear your phone. One of my favorite things when I am out riding my bike this time of year is passing lilac bushes. I am pedaling along the road and there is this fragrant aroma of lovely lilacs. For me, it is one of those moments that makes you smile. This year it also had a grounding effect – it made me realize that there is still a little normal – and one way or another it will be ok. Through all this craziness, I hope you find your version of a bike ride with a lilac bush or two.

This issue of the *Minnesota Grocer* is exciting because it too provides a little sense of normal. Though we had to cancel our Annual MGA Foundation Golf Event, you will see a little flashback of the last 22 years of tournaments on page 23. We are so excited to showcase our 2020/2021 scholarship winners (see pages 24 - 30). Also, check out the highlights of the MGA's work during this Covid-19 crisis and industry's response in the People, Stores, & Companies section.

You may notice some changes due to the Covid pandemic; we have had to cancel our Annual Conference. This is the first time this has happened and we are all missing the opportunity to get together, honor the excellence of our industry, learn something new, and visit with friends. That being said, we are so excited to announce the "MGA Great Grocery Get Together". This fall we will meet in person, honor our industry, learn a little, play some golf, and enjoy some much-needed camaraderie. We are so thankful to our sponsors who have committed to our new event, and we promise everyone will find great value in attending. Watch your email for

more details to register for this fantastic event.

“The true test of leadership is how well you function in a crisis.”

— BRIAN TRACY

I want to take a moment to say thank you. Your leadership and management of the Covid-19 crisis has been truly unbelievable. In our lifetime we have never experienced anything like this; there were no templates, blueprints, or best practices to follow. We had to navigate using common sense and instinct – something our industry has proven they can do incredibly well. We set examples for others to follow, we helped the leadership of our state navigate the immediate, and we rocked it!

Thank you for supporting the MGA and allowing us to be in a

position to lead industry through this crisis. This critical time has proven the value of having established relationships and a voice to lead on behalf of industry. The entire MGA team has been incredibly honored to represent industry, support our members, and provide tangible solutions.

Thank you for creating the safest possible environment for your team members and customers. The work of industry these last 15 weeks has been just short of amazing. You found solutions for all different sectors of your community. You acknowledged your workers who hung in there day after day. You provided creative solutions and immediate responses to the evolving crisis. You have earned a whole new level of respect from your customers and community. Thank you!



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Talking 'bout e

Written exclusively for the MGA
by Michael Sansolo

There's an amazing population reality that all retailers know all too well these days. The aisles of stores in 2020 (well, when we aren't all social distancing) are crowded now with an incredible variety of generational representatives.

Start with so call "traditionals," people who grew up in the 1930s and 40s under the twin clouds of the Great Depression and World War II. Then come the post-war boomers born mainly in the 1950s and now in their 50s, 60s and 70s. They mix with the Xers (born from the mid-1960s through the 1970s), the millennials or Ys who were born in the 80s and 90s and, increasingly, Generation Z, born in the beginning of the new century.

As we notice with our shoppers, each generation is complex featuring a wide range of habits, needs and wants.

But there is a second equally important part of this generational stew. The modern workforce mirrors the mix we see in our shoppers. For the first time ever, companies have five very different generations mixing in the workforce and just as is the case with shopping habits, their work styles are remarkably different.

For today's managers this incredible

mix of generations brings with it heightened challenges of determining how to motivate and oversee people with such vastly different needs and work styles.

The *New York Times* recently dedicated an entire magazine to the strange issues raised by this situation. One interesting anecdote from that publication: a company found that younger workers had no experience with answering and transferring calls to any other person. The reason is simple: for their entire lives members of generation Z (and many millennials) have had a dedicated cell phone that belongs to them and only them. For that reason, every time they get a call they know it is for them. Nothing gets transferred.

That is just a small example of the generation gaps popping up in the workforce. As the *Times'* articles make clear other changes go much deeper thanks

to how they were raised – some generations with strict rules and others in more permissive times. Likewise each generation grew up with very different technologies.

For managers this a total headache.

However, there are tools managers can use to improve their skills overall and their abilities to work with this wide range of people.

Two recent studies from the Coca-Cola Retailing Research Councils (of which I am the research director) examined managerial skills for managers in the supermarket and convenience store industries. A quick review of either study shows simple, yet powerfully effective activities managers can take to quickly improve their skills and, in the process, the performance of their teams.

(And let's make it clear that these actions matter to both the top and bottom line.



very generation

The more recent study – done by the convenience store council – demonstrates that better management leads to more engaged employees, which in turn leads to improved sales, profits and shopper loyalty.)

Some of the key lessons from the studies are:

Communication is everything:

The studies clearly highlight communication as the key to improved management skills. Staffers respond best to managers who provide clear instructions, helping everyone best understand what is expected of them and, when possible, why. Interestingly, even young staffers say they prefer in person communication and team meetings over electronic messaging. The reason is simple: they value equal treatment and they believe messages given one-on-one create the potential for unequal treatment.

Communication is, of course, a two-way street. Just as staffers want to hear messages clearly, they also value managers who listen to them. Staffers talked about how much they resent managers who simply read instructions off a computer or clipboard. They want eye contact and a sense that managers listen to their concerns.

Share credit and blame:

Staffers resent managers who find a way to take credit for any successes or good news and find a way to blame others when things go wrong. This type of management, the subject of great parody on the television show, “The Office,” annoys front-line workers to no end, and frays relationships between managers and staffers. Both credit and blame need to be shared. In addition, managers must avoid blaming “higher ups” or “corporate” for difficult announcements.

Training matters:

Top management isn’t exempt from these lessons. As the studies make clear, top management need to show commitment to improved store level leadership by providing on-going training to help managers enhance their skills and lead their teams better than ever. Sadly, many lack opportunities for this training.

Measure what matters:

The council studies also focus on the importance of staff retention. Keeping your best people always matters. Overall, retention ensures you have experienced staffers whose institutional knowledge leads to efficiencies and high levels of customer service. As countless human resource managers have said for years, staffers quit managers not companies. Providing management training leads to better managers, better staff and improved financial performance.

In countless ways the path to management is both more complex and critical, especially in a time when those front-line workers are more stressed and important than ever.

All studies from the Coca-Cola Retailing Research Council may be freely downloaded at www.ccrcc.org.



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Spotlight on Industry Trends:

DAIRY

Every sector of the food industry is evolving at breakneck speeds. All aspects of the food chain – farm to fork – are innovating to meet the demands of customers, answer logistical changes, and reinventing the retail experience. Each issue of the *Minnesota Grocer* magazine will spotlight industry trends and categories. Check out these trends! With new products hitting the shelf every day, see how our dairy partners are going above and beyond in the industry.



Crystal Farms Dairy Company's new Cheese Wraps meet the rising

consumer demand for low-carb and gluten-free bread replacement options for sandwiches, tortillas and wraps – without sacrificing taste.

Available in two flavors – Mozzarella and Marble Jack – this on-trend offering is the perfect bread substitute for those who follow modern diets like Keto, Atkins, gluten-free or low-carb; or for those who simply enjoy the taste of cheese.

According to the NPD Group's 2018 National Eating Trends Outlook, dieting habits, along with convenience and portability, are fueling sales as consumers are on the search for healthier alternatives. With wraps and sandwiches dominating home meals by more than 30 percent, and one-third of adults actively avoiding gluten, Crystal Farms Cheese Wraps provide a tasty solution for a large portion of Americans who are seeking bread alternatives for their wraps and sandwiches.

The innovation is in Crystal Farms' seemingly simple formula – a single, large circular slice of 100 percent real cheese, sturdy enough to hold consumers' favorite ingredients and

ready to eat right out of the package.

Crystal Farms Cheese Wraps were introduced this year and are currently available at Walmart, Kroger, Hy-Vee and other grocers across the nation. They retail for \$4.99 per six-count package.

MGA Thank you, Crystal Farms Dairy Company, for your historic support of the Minnesota Grocers Association and your industry leadership. Contact Kaci Levorsen at kaci.levorsen@crystalfarms.com or 952-259-2989 to learn more.



Since the onset of the COVID-19 national pandemic in mid-March, most of America

was ordered to stay at home. For the first time since 2010, food-at-home expenditures in grocery stores, supercenters, warehouse clubs, and other retail stores surpassed food-away-from-home spending. With Americans in self-isolation, working from home and home-schooling children, and no access to dine-in restaurants, they quickly acquired new food-related skills and habits like cooking and meal planning.

During this time of uncertainty, consumers sought a sense of reassurance and turned to dairy products as tried and true comfort foods. New routines included cooking more in-home meals and snacks along with a heightened interest in baking – from a simple bowl of cereal to special butter-based baked treats, dairy played a significant role in all in-home eating occasions.

Retail sales, as reported by IRI over the past three months, show that consumers reacted to the coronavirus crisis first by stocking up on dairy,

then by continuing to buy milk and other products at disproportionately high levels. In fact, dairy sales have outpaced total store percentage increases by nearly 11 points during the 3/23-5/17 post-panic buying period.

While the post COVID-19 "new normal" is uncertain, many Americans say they will continue to cook more and eat out less. With dairy once again proving itself as a powerhouse category, it will likely continue to see an above-average share of the food dollar for the foreseeable future.

MGA Thank you, Prairie Farms, for your historic support of the Minnesota Grocers Association and your industry leadership. Contact Ryan Stusse at Ryan_Stusse@prairiefarms.com or 651-730-2100 to learn more.



Since 1914, Kemps has been providing wholesome products to communities


throughout the Midwest. And now, through The Giving Cow Project, the farmer-owned dairy company located in St. Paul, Minn., is doing even more to care for those who need it most.

Milk is the most requested item in food banks and pantries, and due to refrigeration, among other factors, families only receive less than 1 gallon of milk a year, on average. That inspired Kemps to launch The Giving Cow, the most nutritious milk you can't buy.

Aseptically packaged in a single-serve, 8-ounce carton, The Giving Cow is 100% real, nutritious milk that is shelf-stable for up to a year, which meets the unique requirements of local food banks and pantries. Through The Giving Cow, families are able to consume wholesome nutrition that supplies

25% of daily recommended value for calcium, and more protein than an egg.

Kemps has donated more than 800,000 Giving Cows since September 2019 to organizations such as Second Harvest Heartland, Feeding America Eastern WI, Sheridan Story, the Greater Chicago Food Depository and the Food Bank of Iowa. Additionally, another 550,000 units are set aside to nourish those in need through September.

 Thank you, Kemps, for your historic support of the Minnesota Grocers Association and your industry leadership. Contact Kyle Punton at kyle.punton@kemps.com or 612-723-5596 to learn more.

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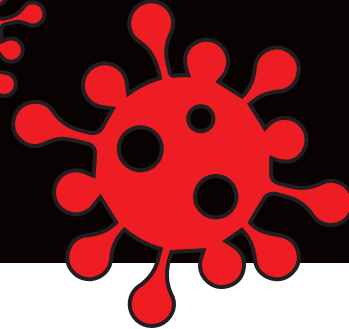
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8 Ways Food Retailing Will Change Forever



THE GLOBAL CORONAVIRUS PANDEMIC HAS PROFOUNDLY DISRUPTED THE IDEA OF 'BUSINESS AS USUAL.'

By Mike Troy and Gina Acosta

Reprinted with permission from *Progressive Grocer* (87th Annual Report, April 2020)

Throughout Progressive Grocer's 98-year history, various events have had a seismic effect on consumer behavior and food retailers' operations. Another one of those times is at hand. Vastly different from the wars, civil disruptions, financial meltdowns and terrorism-induced crises that preceded it, COVID-19 will have many lasting effects on the food and consumables industry. Consistent with PG's aspiration to be "ahead of what's next," here are eight of the most profound ways the industry's future has been altered.

1 The advent of T-commerce: Faced with the prospect of contracting a deadly virus, shoppers donned various types of surgical masks and gloves to navigate the aisles of their neighborhood grocery stores. The unsettling images — something out of an apocalyptic movie, really — are far removed from the more pleasant experiences that shoppers routinely had in a pre-COVID-19, pre-social-distancing, pre-pandemic world.

At some point in the future, shoppers will put away the masks and the gloves, but the general desire to avoid surfaces will remain. An entire generation of shoppers has been taught a harsh lesson about the perils of touching things, much the same way that the Great Depression left a deep imprint of frugality on the psyches of those who lived through it, and which

was passed on to their descendants.

Every aspect of food retailers' operations will be impacted by this aversion to surfaces, ushering in the age of touchless commerce. Some retailers have already moved in that direction with contactless payment features in their mobile apps, helping shoppers avoid in-store PIN pads and touchless deliveries. But there are countless other touchpoints in a physical store, where retailers will need to proactively address shoppers' angst through a continuation of enhanced sanitation measures.

2 Ecommerce acceleration: Pre-COVID-19, retailers would talk about disruption, the accelerating pace of change and multiyear transformation agendas. Those phrases have all gained new significance, because nothing is more disruptive than a global pandemic. If the pace of change seemed fast prior to January, it was nothing compared with the past few months. Food and consumables retailers showed what speed really looks like by taking action at a blinding pace. When lives are on the line, those three-year strategic transformation plans go out the window.

And so it is with ecommerce, an area where many food retailers had been moving at a leisurely pace. It's only been in the past three or four years that industry majors such as Walmart, Kroger, Albertsons and Ahold Delhaize USA have begun to seriously ramp up basic omnichannel offerings such as grocery pickup and delivery. Even so, they struggled to handle the sudden surge of shoppers


who wanted to engage with them digitally. Others were caught flat-footed.

It's tragic that it took a tragedy to wake many food retailers from their slumber, but it has, and they're now all aboard the digital train, racing into the future. COVID-19 has served as the ultimate catalyst to accelerate innovation around the shopping experience of the future. Food retailers demonstrated what they're capable of as a result of COVID-19, and going forward, success will come to those who continue to exercise their newfound sense of urgency.

3 Balance sheets matter: Financial advisers recommend that individuals maintain an emergency fund sufficient to cover three to six months' living expenses. Too bad more retailers didn't heed that advice prior to the COVID-19 outbreak.

Retailers deemed nonessential discovered the hard way how poorly prepared they were for the nation's health care crisis. An extended period of store closures has left many retailers, in addition to their landlords, strapped for cash. So they've employed extreme measures such as tapping lines of credit, furloughing hourly and headquarters employees, cutting the pay of the latter group while also cutting dividend payments, capital expenditures and every conceivable discretionary expenditure.

For those companies that were already struggling to grow sales and produce profits in a vigorous economy, the COVID-19 crisis will accelerate their demise. But even



Food retailers demonstrated what they're capable of as a result of COVID-19, and going forward, success will come to those who continue to exercise their newfound sense of urgency.



those that are more successful saw the situation that unfolded rapidly during February and March expose the vulnerabilities of their business models and finances.

The scenario facing nonessential retailers, and the wide range of desperate cash conservation measures now in place, should serve as a cautionary tale for retailers of food and consumables. Check your balance sheet. How strong is it, and what would happen if the shoe were on the other foot and a different type of crisis required operations to be curtailed? Senior leaders at food retailing companies will be asking “what if?” a lot more in the coming years, or at least they should be.

4 Supply chain simplification:

The COVID-19 outbreak gave new meaning to the phrase “March Madness,” normally associated with the popular college basketball tournament. Shoppers flocked to stores and stockpiled in ways that veteran retailers had never seen. Kroger, for example, disclosed a 30% increase in its identical-store sales for March. Amid such frenzied activity, shoppers weren’t selective about brands — they were buying categories, happy that merchandise was even available.

The situation that unfolded last month revealed the inherent conflict that has long existed between merchandising strategies rooted in breadth of assortment and the operational challenges of supply chain efficiency. The latter will play an even more important role in retailers’ merchandising strategies going forward as a result of lessons

learned during this health care crisis. There’s now a sharpened understanding of the correlation between the costs of offering expansive assortments and the value provided to shoppers who were forced to make new choices. Customers won’t care if they must choose between 50 types of olive oil instead of 100, Spring Meadow or Fresh Scent laundry detergent, a 12- or 18-count pack of toilet paper, or other equally insignificant choices found among center store planograms clogged with items that detract from supply chain efficiency.

5 The death of self-service as we know it:

When the coronavirus pandemic started ramping up in the United States in March, the first thing that Southeastern grocer K-VA-T Food Stores/Food City did was shut down its sampling and self-service food stations. Shortly thereafter, other grocery chains such as Giant Food and Wegmans Food Markets announced similar measures. Even when the pandemic finally eases, hard choices will have to be made about sampling activities and other self-service features.

The COVID-19 virus shattered consumer confidence in the safety of unpackaged food. For weeks, consumers have been bombarded with news coverage about how to avoid germs, including reports showing how long the COVID-19 virus lingers on door knobs and food utensils (it’s actually days). Understandably, consumers are worried about germs, which creates huge ramifications for retailers.

There may also be new regulatory hurdles coming that restrict beverage dispensers, bulk food containers or salad bars. For now, it’s imperative that grocers install more sanitary, touchless self-service stations (Lidl uses them in its U.S. stores) or remove them altogether, depending on customer response.

6 Future of foodservice:

The shuttered foodservice industry lost an estimated \$25 billion in sales and more than 3 million jobs in the first 22 days of March as the coronavirus outbreak swept the United States. The post-pandemic consumer will continue to avoid restaurants, but will still need to visit supermarkets to buy groceries, thus increasing the potential to purchase prepared foods as a surrogate for restaurant meals. But Americans are looking down the barrel of a recession, which means that even if foodservice comes roaring back in the fall, the average consumer isn’t going to be splurging on prepared foods in the deli as much as they used to. And then there’s the sanitation issue.

“Foodservice businesses that do reopen will have a longer and more challenging path to regain consumer confidence for on-the-premise consumption,” David Smith, president and CEO of Associated Wholesale Grocers, said during a PG webinar in March. “Touching things that others touch and being in close proximity to others is going

Continued on next page

8 Ways Food Retailing Will Change Forever

Continued from previous page

to be a big concern going forward and will cause people to question how they can best cope and keep themselves safe.”

While cleanliness has always been critical in foodservice, the need to clean, sanitize and manage safety will never be as important as it will be in a post-COVID-19 society. The upshot for grocers intent on capturing a larger share of foodservice dollars will be to implement extreme cleaning, sanitation and safety protocols to entice pandemic-panicked shoppers back to foodservice. And these safety measures will need to be more effectively communicated for shoppers to regain trust.

The pandemic pantry will linger:

With federal, state and local measures in place to promote social distancing and many restaurants closed, consumers are spending more time at home than ever before. Network data shows that

consumers are taking this time to cook and tackle recipes for meals that they would typically purchase as manufactured products at the grocery store.

According to shoppable recipe platform Chicory, recipes for homemade tortillas and bread from scratch spiked in March, surpassing the typically popular 15-minute or three-ingredient-style recipes. The COVID-19 pandemic is poised to create an entire generation of shut-ins who will want to cook at home more than go to restaurants, for two reasons: avoiding contamination and saving money during a recession. Grocery stores and manufacturers will be long-term beneficiaries of these trends.

For example, spice maker McCormick said that its March sales soared as people loaded their pantries. CEO Lawrence Kurzius told analysts on an earnings call that he expects consumption to continue at an extraordinary level. “This pantry-stocking behavior is a one-time surge that isn’t sustainable, but there is a real incremental consumption that is happening,” Kurzius said. “We believe that there is going to be a sustained

shift for a period of time to more at-home cooking.”

Associate investments:

With millions of service-oriented Americans who previously worked at restaurants, hotels and nonessential retailers now unemployed, food retailers have emerged to fill the void.

But can you take someone who previously worked on a cruise ship and put them to work in an Amazon warehouse or at the curbside pickup desk at Ralphs? Maybe, but retailers are going to have to revamp their hiring and training protocols to get those people up to speed quickly, and increasingly with new skill sets. Grocers will need to accelerate investments in automation as labor becomes more expensive and consumers demand pickup and delivery options that drain profits. Operating costs will remain under pressure for a long time. We can expect retailers’ financial statements to be adjusted for all of these increased costs, not just in the short term, but also in the long term, as profits face considerable pressure.

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The list contains sponsorships received by June 2020

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Crystal Farms
 KEMPS
 Pepsi Beverages Company
 SpartanNash
 UNFI / Cub

SILVER LEVEL

Arctic Glacier Ice
 Great Lakes Coca-Cola
 Hy-Vee
 Keurig / 7UP
 Old Dutch Foods, Inc.
 Russ Davis Wholesale
 Sparboe Companies

BRONZE LEVEL

Associated Wholesale Grocers, Inc.
 Barrel O' Fun & Rachel's
 Bimbo Bakeries USA
 Blue Bunny
 Country Hearth / Pan-O-Gold Baking Company
 Frescados Premium Tortillas
 Frito-Lay, Inc.
 H. Brooks and Company
 Hormel Foods
 J&B Group / No Name
 KeHE Distributors
 Kwik Trip, Inc.
 Land O' Frost / Ambassador
 Littler Mendelson, P.C.
 Mason Brothers Company
 Post Consumer Brands
 Prairie Farms
 SCR / Hill Phoenix
 Valley News Company

Get Your Sponsorships in Today!

Contact Karly Ackerman at kackerman@mngrocers.com or 651-228-0973

MGA and its Members

High-level overview of the proactive work

ONE OF THE MINNESOTA GROCERS ASSOCIATION'S cornerstone objectives is to be the relevant voice of industry from farm to fork. In March, the COVID-19 pandemic crippled the entire nation. As the severity of the crisis was realized, the MGA led the way and became the reliable and trusted voice of this pandemic. Your MGA team worked around the clock to advance, navigate, and respond to the needs of industry maximizing relationships with Governor Walz, his administration, and state/federal agencies. Utilizing all available tools and resources, we spoke to the local media and used our social media reach to educate Minnesotans on industry's response and commitment. We outlined the important safety measures the entire food industry had put into place to be leaders during this unprecedented time.

Since March 13, the MGA has been in constant contact with you, our members. To keep you updated on the latest and most pertinent information on the COVID-19 crisis, the MGA sent out over 55 COVID-19 Email Updates (sometimes twice a day) and hosted close to 30 Capitol Check Out-COVID-19 Update calls to give membership pertinent, up-to-the-minute information to help navigate during this chaotic time. The MGA team spent countless hours responding to questions and being your needed resource. (Note: as of print, these communications are still ongoing). The MGA created 14 customized signs/factsheets ranging

FOR IMMEDIATE RELEASE:
March 13, 2020

MEDIA CONTACT:
Jesse Walz, President
(612) 228-0373

MEDIA ADVISORY

Minnesota Grocers Association Statement on Industry Conditions

As Minnesota responds to the COVID-19 pandemic, the Minnesota food industry remains committed to ensuring everyone's health and well-being is a priority. In response to the current emergency situation, our industry is open for business, including its responsibility to provide essential supplies. However, we do have some concerns.

Our support of Minnesota food industry: From farm to fork, we ask our members to please consider the following:

- We encourage all customers to remain calm and consider the following:
 - Minimize your reach outside needs. Check your inventory to ensure you have what you need. Do not stockpile. Do not buy more than you need.
 - Customer health and well-being is a priority. Team members of stores that are working should stay on the front lines and behind the scenes to meet customer needs. Do not expect a return to store from their own shopping needs and commitment to getting Minnesota business.
 - Members who have offered in the past days special hours might change. Please check hours. And as you go to the store, do not expect the store to be open. Please call ahead to confirm the store's hours of operation.
 - Do not expect the store to be open. Please call ahead to confirm the store's hours of operation.
 - Do not expect the store to be open. Please call ahead to confirm the store's hours of operation.

We all share the hope that future needs of this crisis will be minimized, and our industry will have what you have needed to be the leading voice of the industry of the state. The Minnesota Grocers Association is proud to support our members who provide essential support for our communities in times of need.

March 13 – Governor Walz declares **peacetime emergency**

March 13 – MGA begins **COVID-19 Email Updates and Capitol Check Out - COVID-19 Update Calls**

March 16 – MGA releases **media statement on industry conditions**

March 17 – **Emergency relief** to motor carriers and drivers

STATE OF MINNESOTA
Executive Department

Governor Tim Walz

March 17 – Gov. Walz signs Executive Order declaring **food industry workers as essential**

March 17 – MGA created signage on ways to **protect yourself in the workplace**

HOW TO PREVENT COVID-19 IN THE WORKPLACE

WAYS TO PROTECT YOURSELF

- Wash your hands often with soap and water for at least 20 seconds
- Use hand sanitizer that contains at least 60% alcohol if soap and water is not available
- Avoid touching your eyes, nose, and mouth with unclean hands
- Try to avoid close contact with other people

WAYS TO PROTECT OTHERS

- Stay home if you're sick
- Try to avoid close contact with other people
- Clean and disinfect tables, door handles, light switches, countertops, desks, phones, keyboards, work surfaces, and staff regularly daily
- Cover your cough and sneeze with a tissue or the inside of your elbow
- These cover tissues in the trash and wash your hands immediately

BREAK ROOM / LUNCH PROTOCOLS

- Try to eat together yourself and other people - maintain proper social distance of 6 feet apart - if possible, eat lunch with your approved staff
- Use AND-disinfect tables, door handles, light switches, countertops, etc. regularly
- Immediately wash your hands and return to equipment or food items in the destination for sanitation

Minnesota Grocers Association

The Minnesota food industry remains committed to its commitment to customers, members, and community. In the leading voice of the food industry of the state, the MGA is proud to represent an industry who provides essential support for our communities in times of need.

www.mnmgas.com | mgainfo@mngas.com | 612-228-0373

March 18 – City of Duluth **delays bag fee**

REUSABLE BAG ETIQUETTE

As Minnesota responds to the COVID-19 pandemic, everyone's health and well-being is a priority.

WE NEED YOUR HELP!

If you are a customer who brings their own reusable bags, we ask that you please consider the following:

MAKE SURE YOUR BAGS ARE CLEAN

According to the CDC, current evidence suggests that reuse containers may reduce credit for hours to clean and sanitize them from a variety of materials. The very popular reusable bag (Lowe's) for a certain reusable bag are machine washable. Cleaning followed by disinfecting is a best practice measure for the prevention of spreading COVID-19 and other viral respiratory viruses.

BAG YOUR OWN GROCERIES

Team members all across the state are working double time on the front lines and behind the scenes to meet customer needs. With respect to everyone's concerns at this challenging time, if one of our team members requested you to bag your own items, please bag and use and leave it in the best interest of everyone's health and safety.

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FOR IMMEDIATE RELEASE:
March 19, 2020

MEDIA CONTACT:
Jesse Walz, President
(612) 228-0373

MEDIA ADVISORY

Minnesota Grocers Association Statement on Industry Health and Staff Safety

As Minnesota responds to the COVID-19 pandemic, everyone's health and well-being is a priority. In response to the current emergency situation, our industry continues to be open and committed to providing essential supplies. However, we do have some concerns.

Our support of Minnesota food industry: From farm to fork, we ask our members to please consider the following:

- Operation hours and store hours have been adjusted in many establishments. These changes are made to ensure the health and safety of our members. Working from home is encouraged for non-essential employees. The only way to stay in a position of support for our business is to work from home. Do not expect a return to store from their own shopping needs and commitment to getting Minnesota business.
- According to the CDC, current evidence suggests that reuse containers may reduce credit for hours to clean and sanitize them from a variety of materials. The very popular reusable bag (Lowe's) for a certain reusable bag are machine washable. Cleaning followed by disinfecting is a best practice measure for the prevention of spreading COVID-19 and other viral respiratory viruses.
- Members who have offered in the past days special hours might change. Please check hours. And as you go to the store, do not expect the store to be open. Please call ahead to confirm the store's hours of operation.
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We all share the hope that future needs of this crisis will be minimized, and our industry will have what you have needed to be the leading voice of the industry of the state. The Minnesota Grocers Association is proud to support our members who provide essential support for our communities in times of need.

March 19 – MGA releases media update on **industry health and well-being**

March 20 – MGA works with Attorney General to combat **price gouging**

WHAT'S GOING ON IN THE MARKETPLACE?

FOOD SUPPLY

- There is no shortage of product. The nation's food supply is strong. We continue to receive deliveries everyday to keep your pantry stocked.
- We encourage Minnesotans to remain calm and mindful as they shop. Buy smart and don't overfill your carts. Overbuying can prevent your neighbor from providing for their family.

FOOD PRICES

The recent unnatural cycle of customer demand has put tremendous pressure on certain products in our stores. Rest assured we are doing everything we can to provide you the products and prices you are used to having in your basket.

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MGA partners with MN Department of Agriculture to provide **immediate relief to MN Producers—Farm to Retail**

MGA industry leaders **speak with Governor Walz** on pandemic needs and employee safety

COVID-19 ESSENTIAL EMPLOYEE INFORMATION

STAY AT HOME ORDER

Governor Walz has stated that food and beverage production, food and fuel distribution, food retail grocery and convenience, and food repair equipment workers are all considered essential and critical employees.

Continue to practice social distancing and proper washing and sanitizing.

WHAT DOES THIS MEAN?

As an essential employee, you need to be able to get to and from work. There is no letter or documentation required to show where you are going.

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MGA created signage for **essential employees** to guide on best practices

March 23 – **Families First Coronavirus Response Act (FFCRA)** announced

March 24 – MGA created page on our website for **Minnesota industry employment**

Food & Agriculture Industry moved to **Tier 1** for Child Care

#StayHomeMN
March 27 - April 10

You can:

- Go to the grocery store
- Go to medical appointments and the pharmacy
- Get take-out, delivery or drive through from nearby restaurants
- Work your job, ride your bike, be in nature
- Pick up supplies for neighbors or loved ones in need of assistance

You should not:

- Go to work unless providing an essential service
- Socialize or gather in groups
- Visit loved ones in the hospital or nursing home, except under limited circumstances

www.gostayhomenm.com

March 25 – Governor Walz declares **Stay at Home Order**

March 27 – **Cares Act** signed into law - providing financial relief

MGA works with **MN DEED and MN Department of Labor Commissioners** on workforce support

Minnesota Grocers Association

COVID-19 UPDATE

The Minnesota food industry remains committed to its commitment to customers, members, and community. In the leading voice of the food industry of the state, the MGA is proud to represent an industry who provides essential support for our communities in times of need.

www.mnmgas.com | mgainfo@mngas.com | 612-228-0373

Respond to COVID-19

of industry – your MGA investment at work

from signage for our front end works to help with consumer interaction, back-of-house signage to assist with employee best practices during their shift, and marketplace swings in the food supply chain.

The partnership with the state's media played a pivotal role in building confidence in industry's ability to maintain its service to our communities. As the united voice of industry, we were featured on Minnesota Public Radio, MN News Network, and all local television morning and nightly news programs creating a backdrop for frontline experiences. As of print, we had over 100 media hits from all corners of the state.

This communication was critical in providing clear and concise news, direction, and tangible action items in a difficult-to-navigate and ever-evolving arena of information. With this hard work from your association, the food industry remained ready for business and had the uninterrupted ability to serve our communities throughout Minnesota.

We know grocers from all across the state, from Baudette to Winona and Grand Marais to Luverne, have gone above and beyond in the immediate response to the COVID-19 crisis. Our industry has remained open for business with a strong commitment to providing the safest possible work and shopping environment for all Minnesotans. As the leading resource for the food industry of the state, the Minnesota Grocers Association is proud to represent an industry who provides essential support to our communities, not only in this time of need, but every day.

MGA works with MN Department of Health for additional SNAP & EBT benefits and distribution flexibility



MN WIC receives waivers on eggs and milk allowing flexibility in the market



March 31 – MGA releases media update on industry protocols

MGA social media drive on industry recognition – engaged union partners

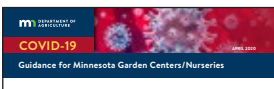


April 6 – CDC recommends wearing face masks

April 7 – MGA supports child care providers

April 8 – Extension of Stay at Home Order and closure of bars, restaurants, etc.

Garden Centers and nurseries open with CDC guidance



This document provides COVID-19 operational recommendations for Minnesota Garden Centers/Nurseries to support in-store and business under Governor Walz's Executive Order 20-04 that allows nurseries, garden and other businesses when people gather. Minnesota Garden Centers/Nurseries are exempt from the order as long as they do not offer outside food consumption (including food service).

MGA co-hosted webinar with MN Farmers Market Association

April 13 – Gov. Walz extends peacetime emergency

April 14 – MN legislature approves covid-19 relief



MGA created signage to assist the SNAP community

April 15 – MGA hosted Families First Coronavirus Response Act (FFCRA) Webinar



MGA created GetYourMaskOnMN flyer and push on Facebook

April 21 – Gov. Walz joined the MGA Capitol Check Out - COVID-19 Update Call and spoke to entire membership

MGA cohosted webinar for Local Foods College Rapid Response Series

April 24 - MN Department of Labor and Industry hosted Work Comp Webinar

April 27 – Paycheck Protection Program (PPP) becomes available



April 28 – MN Commissioner of Agriculture, Thom Petersen, joined the MGA Capitol Check Out - COVID-19 Update Call and spoke to entire membership

April 29 – MGA releases media update on shopping tips and best practices



More to come



CARTS TO CAREERS



What is the MGA Carts to Careers Program?

The Minnesota Grocers Association Foundation (MGAF) will provide tuition support for classes completed for the specific purpose of furthering employees' current career or making available to them other careers offered by their employer. This round of Carts to Careers program awards will be facilitated through the Retail Management Certificate (RMC) program, an online, nationally recognized industry-endorsed, 8-course education certificate run by Alexandria Technical & Community College. The RMC is an accredited business education program and most participants complete the program in two years or less. The program is designed to meet the educational requirements of the food industry and provide valuable skills in all areas of business. Tuition support is available to current RMC enrollees as well as new students. Over \$50,000 in tuition support is available through a State of Minnesota grant appropriation and Minnesota Grocers Association Foundation funding.

What is the curriculum?

Participants in the Retail Management Certificate Program gain valuable skills in all areas of business:

- | | |
|--|-------------------------------------|
| Customer Service & Organizational Behavior | Business Technology/Computer Skills |
| Business and Interpersonal Communications | Principles of Marketing |
| Human Resource Management | Financial Management & Budgeting |
| Principles of Management | Retail Management |

Who is eligible to apply?

Eligible applicants must:

- Be a current full-time employee of a Minnesota Grocers Association dues paying member company;
- Have been employed full-time for at least one year as of the application date;
- Have an interest in expanding their career within the food industry of Minnesota.



How can I apply?

- Application is available on the MGA website at <http://www.mngrocers.com/index.php/members/scholarship-main>;
- Complete a simple one step application process;
- Upload a letter of recommendation from your supervisor;
- Upload a simple resume in lieu of job history questions.

What is the selection criteria?

- An independent selection committee will evaluate the applications and select the recipients;
- Decisions of the selection committee are final and are not subject to appeal. No application feedback will be given.

What are the details of the award?

- The awards are one-time, non-renewable grants that will be applied to tuition;
- Students may reapply each year as long as they continue to meet the eligibility criteria.

How are checks issued?

The \$2,000 of tuition support is paid incrementally. Checks will be issued directly to Alexandria Technical & Community College to accommodate students' class schedules. Funds will be allocated on a class enrollment basis.

When are the next available Retail Management Certificate (RMC) classes?

The next series of classes will begin August 24, 2020.

Questions?

Contact Jamie Pfuhl at jpfuhl@mngrocers.com or Katie Frederick at kfrederick@mngrocers.com or at 651-228-0973.

Funds available for the program are limited and available to all eligible employees. No preferential treatment will be given to applicants on the basis of employment position, race, color, ethnic origin, national origin, creed, religion, political beliefs, sex, sexual orientation, marital status, age, veteran status, or physical or mental disability.

The MGA Foundation was established in 1992 to offer educational opportunities to the food industry, provide scholarships to employees of member companies or their children, support community efforts and initiatives through grants, and present important Industry information to the general public. It has supported many notable programs and has awarded \$812,000 in scholarships.



WE MISSED YOU THIS YEAR!



MGA Foundation Golf Event & Scholarship Fundraiser

Take a look back at our 22-year history!

Due to the COVID-19 pandemic, we had to cancel our annual MGA Foundation golf event. This year would have been our 23rd tournament. The MGA Foundation Golf Event is the sole fundraiser for our annual scholarship program, which provides scholarship opportunities for your employees and their dependents. We look forward to seeing you at our rescheduled event on **Tuesday, June 1, 2021 at The Refuge Golf Club!**





MINNESOTA GROCERS ASSOCIATION FOUNDATION



2020 Minnesota Grocers Association Foundation Scholarship Program

30 \$1,000 Scholarships

The MGAF Scholarship Program recognizes and aides deserving students who are connected to Minnesota's food industry by virtue of their parent's employment or their own part-time employment. An independent committee is entrusted with selecting the winners based on community involvement and academic achievements. The awards are a benefit the MGA provides to its members and their employees! *Multiple Scholarship Winner. Because of their employers' or wholesalers' piggyback program, these students won multiple scholarship. A one-step application makes all qualified students eligible.

Congratulations to these deserving students!



Grace Adesida
University of Wisconsin - Madison
Mother, employed by Cub Foods, Minnetonka



Brian Almquist
University of Wisconsin - River Falls
Mother employed by KEMPS, Farmington



Catherine Cuthbert
University of Minnesota - Twin Cities
Father employed by KEMPS, St. Paul



Rachael Fuchs
University of Wisconsin - La Crosse
Father employed by SpartanNash, Waite Park



Jillian Gamble
University of St. Thomas
Father employed by Russ Davis Wholesale, Wadena



Heather Haarstick
Utah Valley University
Employed by Central Market, Detroit Lakes



Dylan Holven
Luther College
Mother employed by Kwik Trip, Faribault



Elizabeth Horton
Gustavus Adolphus College
Employed by Hy-Vee, Shakopee



***Haley Karels**
Florida Southwestern State College
Father employed by County Market, North Branch



Kaitlin Klennert
Minneapolis College of Art and Design
Employed by Roadside Market, Hill City



Connor Kockler
Saint John's University
Mother employed by Coborn's, Inc., St. Cloud



Koleman Lind
University of Minnesota - Morris
Father employed by Lunds & Byerlys, Roseville



Ellie Logelin
Hamline University
Father employed by Jubilee Foods, Mound



Madeline Moore
University of Minnesota - Duluth
Employed by Kwik Trip, Spring Valley



***Kendra Morisette**
St. Catherine University
Mother employed by Cub Foods, Woodbury

The 2019 MGA Foundation and Vendor Leadership Committee Golf Tournament is the sole fundraiser for the MGAF Scholarship program.

Since 1992, the MGA Foundation has awarded over \$850,000 in scholarships!



Jayde Morrisette
University of Minnesota - Twin Cities
Mother employed by General Mills, Minneapolis



Austin Mundt
Concordia College at Moorhead
Mother employed by Faribault Foods, Inc. Faribault



***Ana Nelson**
Dunwoody College of Technology
Mother employed by Kowalski's Market, White Bear Lake



Conor O'Rourke
University of Minnesota - Twin Cities
Father employed by Lunds & Byerly, Edina



***Anna Perron**
Milwaukee School of Engineering
Mother employed by Kowalski's Market, Woodbury



Austin Pinske
University of Minnesota - Morris
Mother employed by Mackenthun's Fine Foods, Waconia



Jordyn Sears
Winona State University
Mother employed by Dean Foods, Woodbury



Lilli Sisler
Elmhurst College
Father employed by KEMPS, Cedarburg, WI



Lauryn Sobasky
Viterbo University
Father employed by Olsen Fish Company, Minneapolis



Emma Soderstrom
University of Denver
Mother employed by UNFI, Hopkins



Grace Stelley
Rochester Community and Technical College
Father employed by Arctic Glacier Ice, Rochester



Noah Stillman
Iowa State University
Mother employed by Lunds & Byerly, Edina



Laura Swanson
University of Wisconsin - La Crosse
Father employed by Fresh Strategies, Inc., Coon Rapids



Megan Thienes
College of Saint Benedict
Father employed by Knowlan's Super Markets, Inc., Vadnais Heights



Mauricio Vite
St. Olaf College
Employed by Superfair Foods, St. James



MINNESOTA GROCERS ASSOCIATION FOUNDATION



Minnesota Grocers Association Foundation Scholarship Program

The MGAF Scholarship Program recognizes and aides deserving students who are connected to Minnesota's food industry by virtue of their parent's employment or their own part-time employment. The Minnesota Grocers Association Foundation **awards multiple \$1,000 scholarships annually**. This exclusive MGA member benefit is an outstanding advantage for the employees of MGA member firms!

Piggyback Scholarship Program

Piggybacking is a mechanism by which your company can have a scholarship program that's only for your employees and/or their dependents through your company's membership in the Minnesota Grocers Association. **All you pay for is the scholarship itself.** The MGA covers all administrative costs and creates customized materials for you. Another great value to you and your employees.

For more information contact Katie Frederick at kfrederick@mngrocers.com or 651-228-0973



Congratulations

to 2020 Lund Food Holdings, Inc.
MGA Foundation Scholarship Winners!

Noah Stillman
Conor O'Rourke
Koleman Lind


LUNDS & BYERLYS
 LUNDSandBYERLYS.com

*Congratulations to the
Winners of the
2020 Jim Kowalski
Education Scholarships:*

Anna Perron • Ana Nelson
 Josh Matara • Sarah Klassen
 Katelyn Whitehouse • Lucy Larson
 Riley Hallinan • Sean Nelson
 Caiden Gagner • Emily Riley
 Olivia Nelson • April Grabner


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Solid Refrigeration is your complete commercial grocery store and refrigerant based industrial site Minnesota contractor.

We offer 24 hour - 7 day a week regular and emergency service with truck and site inventory to get you up and running faster.

No job is too big or too small for our highly trained technicians and office staff with over 100 years of refrigeration experience.

Let Solid Refrigeration put together a turnkey refrigeration design and installation package to meet your growing needs.

Photo Left shows a recent Solid Refrigeration rack installation at Jerry's Foods, Eden Prairie

Photo Lower Right is a custom installation of a salad bar line up at Jerry's Foods, Eden Prairie



Full size fleet to meet your customer needs.

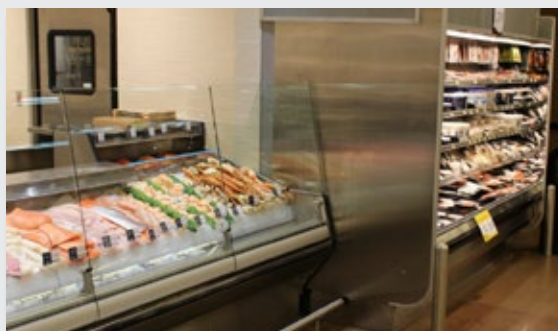


Solid Refrigeration specializes in energy management based on store design to lower operational costs to help your bottom line. Solid Refrigeration works with energy providers like Excel Energy to maximize your rebate potential.

Before you upgrade your existing equipment, feel free to contact us on how creative selections like reach-in doors can put more money in your pocket through energy rebates.

Photo Left energy save R/I doors in use at Jerry's Foods, Eden Prairie

Photo Lower Right is a custom seafood department at Jerry's Foods, Eden Prairie



Commercial Refrigeration
1125 American Boulevard East
Bloomington, MN 55420

24 Hour Refrigeration Service Number - (952) 854-2850
Installation and Energy Management - (952) 854-2850
Equipment Sales - Brandon Neuerburg - (612) 599-1395



MINNESOTA GROCERS ASSOCIATION FOUNDATION



9 MGA Member Companies 56 Piggyback Scholarships Awarded

Students employed by the member company or students whose parents are employed by the company won education awards ranging from \$500-\$1,000. As an MGA member benefit, your company can “piggyback” on our application process in order to provide a scholarship program that’s only for your employees and/or their dependents. This is an alternative to establishing your own scholarship program and allows you to avoid the expense of brochures, applications, and administrative fees. The only cost to you is the cost of the scholarship itself.

Congratulations to the MGA “Piggyback winners!”

Cub Foods Scholarships \$1,000



Izabella Allison
University of Minnesota - Rochester
Employed by
Cub Foods, Rochester



Jaida Emerfoll
University of Minnesota - Rochester
Employed by
Cub Foods, Rochester



Matthew Tomlinson
Minnesota State University - Mankato
Father employed by
Cub Foods, Maple Grove



Cody Venske
The College of Saint Scholastica
Mother employed by
Cub Foods, Stillwater



Jackson Young
University of Minnesota - Rochester
Mother employed by
Cub Foods, Stillwater

Dean Foods \$250



Miah Nelson
Northland Community
and Technical College
Father employed by
Dean Foods, Thief River Falls

Jerry's Enterprises, Inc. Scholarships \$1,000



Winona Berg
North Hennepin Community College
Father employed by
Cub Foods, Edina



Lila Berg
University of Minnesota-Twin Cities
Father employed by
Cub Foods, Edina



Natalie Bous
University of Minnesota - Twin Cities
Mother employed by
Cub Foods, Bloomington



Megan Cosman
The University of Alabama
Father employed by
Jerry's Foods, Edina



Megan Fullerton
University of South Florida
Step-father, employed by
Save-A-Lot, Arcadia, FL



Kristen Gensch
Century Community and
Technical College
Father employed by
Cub Foods, Brooklyn Center



Kayla Gorshe
Normandale Community College
Father employed by
Jerry's Printing, Edina



Cristian Hernandez
South Dakota State University
Mother employed by
Cub Foods, Edina



Angelina Jaramillo-Rangel
University of Minnesota - Twin Cities
Mother employed by
Jerry's Foods, Eden Prairie



Amelia Jutz
St. Olaf College
Father employed by
Jerry's Enterprises, Inc., Edina



***Haley Karels**
 Florida Southwestern State College
 Father employed by
 County Market, North Branch



Nicholas Kosek
 Kansas State University
 Employed by
 Cub Foods, Elk River



Samantha Krueger
 University of Wisconsin - River Falls
 Mother employed by
 County Market, Hudson, WI



Hunter Menefee
 Minneapolis Community and
 Technical College
 Employed by
 Cub Foods, Elk River



Rebecca Menning
 University of Northwestern - St. Paul
 Employed by
 Cub Foods, Chaska



Tiandra Miller
 St. Catherine University
 Employed by
 Jerry's Foods, Edina



McKenna Miska
 Normandale Community College
 Father employed by
 Jerry's Printing, Edina



***Kendra Morisette**
 St. Catherine University
 Mother employed by
 Cub Foods, Woodbury



Lily Raschke
 St. Cloud State University
 Father employed by
 Cub Foods, Roseville



Mya Rudh
 North Dakota State University -
 Main Campus
 Father employed by
 Cub Foods, Roseville



Jack St. George
 Minnesota State University - Mankato
 Mother employed by
 Jerry's Enterprises, Inc., Edina



Amelia Wenisch
 St. Olaf College
 Mother employed by
 Jerry's Enterprises, Inc., Edina



Gabriella Wenisch
 University of Minnesota - Twin Cities
 Mother employed by
 Jerry's Enterprises, Inc., Edina

**The Jim Kowalski Education Awards
 \$1,000**



Caiden Gagner
 University of Missouri - Kansas City
 Father employed by
 Kowalski's Market, White Bear Lake



April Grabner
 University of Minnesota - Twin Cities
 Father employed by
 Kowalski's Market, Chanhasen



Riley Hallinan
 University of Minnesota - Twin Cities
 Employed by
 Kowalski's Market, Woodbury



Sarah Klassen
 Northwestern College
 Father employed by
 Kowalski's Market, Woodbury



Lucy Larson
 Gustavus Adolphus College
 Mother employed by
 Kowalski's Market, White Bear Lake



Josh Matara
 Minnesota State University -
 Mankato
 Mother employed by
 Cub Foods, White Bear Township



***Ana Nelson**
 Dunwoody College of Technology
 Mother employed by
 Kowalski's Market, White Bear Lake



Olivia Nelson
 Gustavus Adolphus College
 Mother employed by
 Kowalski's Market, White Bear Lake



Sean Nelson
 Loyola University Chicago
 Mother employed by
 Kowalski's Market, Woodbury



***Anna Perron**
 Milwaukee School of Engineering
 Mother employed by
 Kowalski's Market, Woodbury



Emily Riley
 Winona State University
 Mother employed by
 Kowalski's Market, Eagan



Katelyn Whitehouse
 University of Wisconsin - Eau Claire
 Mother employed by
 Kowalski's Market, White Bear Lake

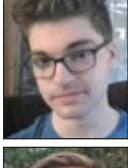
KEMPS Scholarships \$500



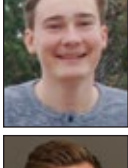
Sheyenne Hamilton
 University of Wisconsin - River Falls
 Mother employed by
 KEMPS, St. Paul



Ryan Hulke
 Bismarck State College
 Mother employed by
 KEMPS, St. Paul



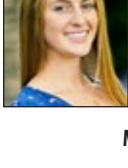
Silas Pelkie
 Northern Michigan University
 Father employed by
 KEMPS, St. Paul



Jacob Peterson
 University of Wisconsin - Stout
 Father employed by
 KEMPS, St. Paul



Samuel Sisler
 Western Michigan University
 Father employed by
 KEMPS, Cedarburg, WI



Alexis Zuehlke
 Marquette University
 Father employed by
 KEMPS, Cedarburg, WI

Mackenthun's Fine Foods Scholarships \$500



Alyson Feltmann
 Minnesota State University - Mankato
 Employed by Mackenthun's Fine Foods, Waconia



Gabriela Llerena
 University of Minnesota - Twin Cities
 Father employed by Mackenthun's Fine Foods, Waconia

Miner's, Inc. Achievement Scholarships \$500



Alyssa Humphrey
 Wisconsin Indianhead Technical College
 Mother employed by Miner's, Inc., Hermantown



Jack McCormick
 University of Minnesota – Twin Cities
 Employed by Super One Foods, Duluth



Katelyn Schmidt
 Concordia College at Moorhead
 Father employed by Super One Liquor, Cloquet

Pearl & George Teal Scholarships \$500



Andrea Eisenschenk
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Hayden Hultman
 University of Wisconsin - Milwaukee
 Employed by Teal's Market, Milaca



Kayla Meyer
 Minnesota State University - Moorhead
 Employed by Teal's Market, Albany

S & R Quisberg, Inc. Scholarship \$500



Jenna Hagemann
 Central Lakes College-Brainerd
 Employed by Cub Foods, Baxter

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A BIG THANK YOU TO ALL MGA MEMBERS WHO PARTICIPATED IN THE 2019 BAG HUNGER PROGRAM

The program kicked off on October 26, 2019, and had 257 participating retailers and 10 vendor partners. It encouraged customers to support these companies and do their part to assist in a statewide fight to bag hunger in their neighborhoods.

The goal of the Bag Hunger Campaign is to promote vendor partners' products and retail sales while producing tangible results for the communities we serve. The 2019 program was an enormous success. Since 2008 we have provided over 39 million meals all across the state in the fight to end hunger.

Congratulations 2019 Bag Hunger Campaign Silver Plate Award Winners!



The Bag Hunger Campaign provides an excellent opportunity to increase awareness of a social issue that affects our communities. We raise funds, increase public support, and promote donations to our local food shelves. The participating members can truly be proud of the difference they make in the fight to end hunger!



Best Creative Partners

Radermacher's Fresh Market, Le Center
Faribault Foods, Inc.



Best Marketing

Cub Foods



Best Retail - Multi

Teal's Market



Best Retail - Single

Chris' Food Center, Sandstone



Best Creative Partners

Coborn's, Sauk Rapids
Post Consumer Brands



Best Vendor

Russ Davis Wholesale



Best Creative Partners

Radermacher's Fresh Market, Le Sueur
Keurig / 7Up



Best Hunger Support

Almsted's Fresh Market, Crystal

Congratulations 2019 Bag Hunger Campaign Champions!

As part of the program's ongoing efforts to make meaningful impacts in the communities we serve, participating companies were also given the chance to be awarded Campaign Champions. These companies receive will receive \$500 to donate to the food charity of its choice on behalf of the Bag Hunger Campaign.



Creative Retailer

S & R Quisberg, Inc.

Creative Retailer

Knowlan's / Festival Foods

Creative Retailer

Kowalski's Companies, Inc.

Donation Totals Submitted

Miller's Market, St. Charles

Donation Totals Submitted

Fareway Stores, Inc.

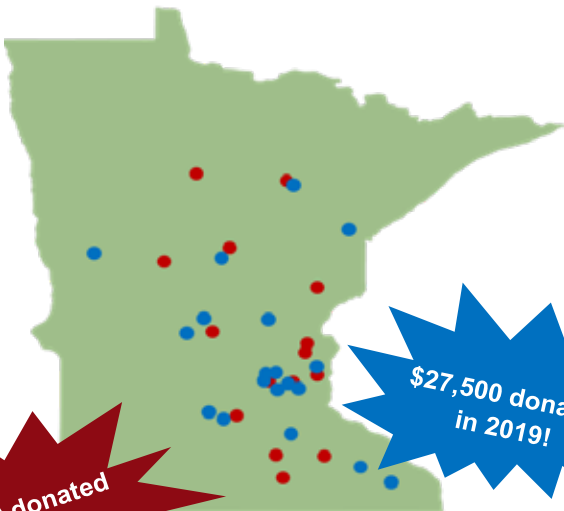
Donation Totals Submitted

Rush Foods, Inc.

Best Use of Hashtag

Miner's, Inc. / Super One Foods

Thank You to All 2019 Bag Hunger Campaign Sponsors!



\$27,000 donated in 2018!

\$27,500 donated in 2019!

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- Hormel Foods
- KEMPS
- Keurig/7UP
- Land O' Frost
- Old Dutch Foods
- Russ Davis Wholesale

Check us out on the next page!

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People, Stores, & Companies

☀️ As a result of the COVID-19 crisis and their commitment to building stronger communities, the **SpartanNash Foundation** trustees unanimously authorized a \$250,000 grant to 19 state and local food bank partners.

Fareway Stores Inc., Boone, IA, promoted **Garrett Piklapp** to executive vice president, secretary and general counsel; **Pat Goldsmith** to vice president of facilities and projects; **John Cramer** to vice president of retail; and **Clint Jenkins** to vice president of wholesale purchasing.

♥️ **SpartanNash** has introduced Kids Crew mascots to make healthy eating choices more fun and interactive for children and reinforce its commitment to health and wellness. Each mascot represents a different food group in the USDA's MyPlate initiative, helping to introduce kids to healthy foods at young age.

☀️ **Fareway Stores, Inc.** provided donations to local chamber of commerce affiliates in each of the communities Fareway serves in. Gift cards totaling \$1,000 were provided to help small businesses and their employees facing challenges during this unprecedented time.



Michael Roger Witt passed away on June 2 at the age of 67. After college, he started his career at SuperValu in 1974. After working 45

years at the company, he retired in January 2019 and was looking forward to fishing, boating, and golfing, during his retirement. He was an active member of the MGA and also served on the Board of Directors of Second Harvest Heartland.



☀️ To engage associates as they work through this new requirement, **SpartanNash** instituted a face mask photo contest. Winners were judged based on form and fashion.

Kwik Trip opened a new 200,000-square-foot bakery facility in La Crosse, WI, where the convenience store chain is based. This makes the company one of the most vertically integrated c-stores in the industry, according to Baking Business.

Zup's Food Market celebrated the grand reopening of its Cook store in May. The previous store was destroyed by a fire in November 2018.

SpartanNash was named among the Best and Brightest Companies to Work For in the Nation®, according to the National Association for Business Resources. It identifies and honors organizations that display commitment to excellence in operations and employee enrichment that lead to increased productivity and financial performance.



☀️ To support the health care providers, **Miner's Inc.**, of Hermantown, MN, donated 1,000 N95 masks each to ten hospitals across the state in communities they serve.

United Natural Foods, Inc., (UNFI), extended its employment agreement with Chair and CEO **Steven Spinner** to July 31, 2021. The company also announced that COO **Sean Griffin** will retire in July but remain as an adviser until November. **Eric Dorne** will be the new COO. UNFI also named **Jim Gehr** as its new chief supply chain officer, replacing **Paul Green**, previously named president of UNFI Fresh, the company's meat and produce business.

☀️ Through its employee-run charitable foundation, **Associated Wholesale Grocers** has provided disaster relief through grants of \$1,000 in the 10 communities employees work and live.

Hormel Foods Corporation of Austin acquired family-owned **Sadler's Smokehouse**, a Henderson, Texas-based pit-style barbecue brand, for \$270 million.

Associated Wholesale Grocers partnered with FutureProof Retail (FPR) to provide FPR's mobile self-scanning checkout and counter service solutions as a no-touch technology solution to AWG member retailers. This will be utilized to support retailers in the new normal.




Miners, Inc., Hermantown, MN, announced **Patrick Miner** has been named Company Vice President and Chief Investment/Information Officer. Patrick

has been actively employed with Miner's for almost 30 years, starting out at the Miller Hill Super One Foods store. He has been instrumental in the development and successes of the Super One Foods and Super One Liquor store operations. Patrick leads the Company's participation in government and industry affairs on several levels. He is a Past Board Chair of the MGA and currently serves on the Executive Board.

People, Stores, & Companies

Jerry's Enterprises, Inc., Edina, will power its in-store edge computing IT infrastructure using products from Scale Computing, which offers virtualization and hyperconverged solutions. Jerry's reports that the change will save money, cut the time spent managing IT infrastructure by 50 percent, and provide maximum uptime for POS, EBT and customer loyalty programs.

 **Casey's General Stores Inc.** announced a new partnership with Feeding America to provide a half-million dollars over the coming year to reach school-age children and their families. Casey's new program includes an immediate cash donation to support COVID-19 relief to the 52 food banks that reach Casey's communities. This is in addition to the recent donation of nearly 40,000 pounds of in-kind food product to two Feeding America member food banks.

Cub Foods opened its pharmacy in its Minnehaha Falls location. The pharmacy will provide point of care testing, immunizations, automatic prescription refills, health screenings, and medication therapy management.



Gordon "Gordy" Benjamin Anderson owner of Gordy's, Inc. passed away on April 30 at the age of 92. His first store turned

into a chain of 15 stores that stretched across Minnesota, Iowa, South Dakota, and Colorado. He employed hundreds of people and was a prominent member of the Worthington community where he served as Chairman of the Board of the State Bank of Worthington. He was a long-standing supporter of the MGA. He received the MGA Grocer of the Year Award in 1994 and was inducted into the MGA Hall of Fame in 2006.




Valdyn "Val" Schulz, a former executive vice president for the Red Owl grocery chain, passed away on January 21 at the age

of 90. President of National Tea Company when he retired, he was pre-deceased by Esther, his wife of 64 years. He is survived by three children, six grandchildren and nine great grandchildren.

Cub Foods opened its ninth **Cub Wine & Spirits** in Blaine, MN in May. This location includes a craft-your-own six pack section, large selection of Minnesota craft beers, tasting bar, and thousands of wines to choose from.

The **National Grocers Association** held its annual Creative Choice Awards. **Coborn's, Inc.** won for Local, Specialty, Emerging Products category and **Cub Foods** won for Fresh Departments category. Honorable Mentions were received by **Super One Foods** for Grand Opening or Remodel category and **Jerry's Foods** for Center Store/GM/Frozen/HBC category.

 **Aspen Waste Management** assisted Hennepin County Emergency Management and local Hennepin County Fire Departments with the Governor Walz Homemade Mask initiative. Over 27,000 masks were collected and distributed to nursing homes and long-term care facilities for both residents and staff.

Casey's General Stores, Inc., Ankeny, IA, added two new members to its executive leadership team. **Steve Branlage** will succeed the retiring **Bill Walljasper** as CFO and **Ena Williams** will fill the role of COO.

 **Cub Foods** donated over \$250,000 to Second Harvest Heartland and other Minnesota local food banks with a donation at register campaign and proceeds of All Hands MN Sanitizer sales. Cub Foods also donated over 244,000 eggs to food banks across the state.

Aldi, Batavia, IL, is expanding its Curbside Grocery Pickup to offer even more options to customers. After a successful pilot, it will be available in nearly 600 stores across the country by the end of July.

 La Crosse, WI-based **Kwik Trip** has reached a milestone with three-quarters of its locations employing Retail Helpers. This program's objective is to help people with disabilities prepare for and find work. A Retail Helper's job includes maintaining a positive store image, monitoring cleanliness, ensuring superior customer service, and assisting with essential store function.

 The **SpartanNash Foundation** and guests at **SpartanNash** stores teamed up in February to support **Habitat for Humanity**. 100 percent of donations raised at Family Fare, D&W Fresh Market, VG's Grocery, and Family Fresh Market stores went to local Habitats to build a strong foundation and path towards homeownership.

Send us your news!

Please contact us with your news so we can share your story in this section.

Minnesota Grocers Association
c/o Jamie Pfuhl
1360 Energy Park Drive
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St. Paul, MN 55108

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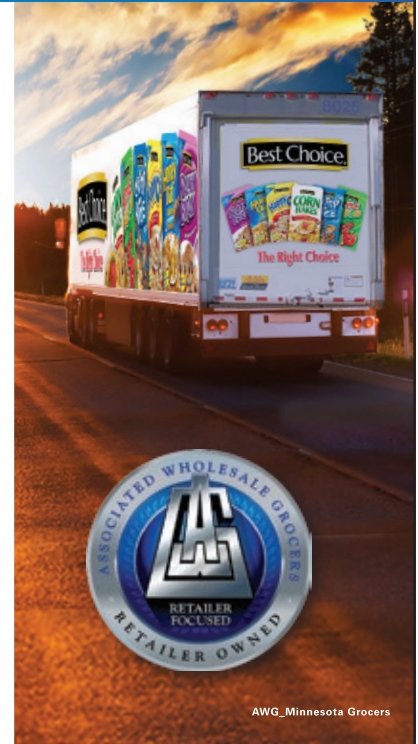
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