

Company: Wegmans Food Markets Inc.
Headquarters: Rochester, New York
Total Number of Employees: 42,000
Total Number of Greater Rochester Region Employees (Monroe, Ontario, Livingston, Wayne counties): 14,294
2010 Sales: \$5.6 billion
CEO: Danny Wegman



Activities and Developments:

Rochester-based Wegmans Food Markets' philosophy is one of achieving incredible customer service by first meeting the needs of its employees. As a result, the company has been included on *FORTUNE* magazine's annual list of the "100 Best Companies to Work For" for 14 consecutive years, ranking third in 2010.

One of the largest private companies in the United States, Wegmans had 2010 sales of \$5.6 billion from 77 stores in New York, Pennsylvania, New Jersey, Virginia and Maryland. The supermarket-chain is scheduled to open its first New England store in Northborough, Massachusetts in October 2011.

In 2009, Wegmans opened the Culinary Innovation Center, a state-of-the-art production, research and development center built to create and manufacture new high growth products for the meat and prepared foods departments.



Also in 2009, Wegmans closed Tastings Restaurant and opened Next Door Bar & Grill on Monroe Avenue in Rochester, N.Y. The restaurant features trendy décor and a wide variety of menu options. The company opened The Food Bar, a casual restaurant in the space formerly occupied by Tastings in 2010.

What makes Wegmans so special?

A tour of a typical Wegmans store feels like strolling an open-air European market with large displays of fresh produce, baked goods, seafood, meat, deli products, imported cheeses and international foods. Wegmans also offers several "stores within a store" such as the Market Café with take-out or in-store dining; an authentic French Patisserie; the Nature's Marketplace organic section with natural foods, supplements and herbal remedies; and Complements, an upscale cookware, tableware and accessories department.

Wegmans customers have more choices than most consumers with more than 70,000 products on shelves, well above the average of 40,000 in most supermarkets, according to the Food Marketing Institute. The stores are also larger than most, measuring from 80,000 to 130,000 square feet in size allowing for wider aisles.



Since 1979, the company has offered customers quality products branded under the Wegmans name as part of its own private label business. In addition to the original line, the Wegmans label offers the all-natural Food You Feel Good About line, Wegmans Organics, Italian Classics and more. The supermarket also partners with local manufacturers like LiDestri Foods to produce its Wegmans brand sauces, salsas, dips and oils within the Greater Rochester Region.

Wegmans' website helps customers save time and money by allowing shoppers to browse weekly specials, search through a library of recipes and look up nutritional information for prepared foods. In 2010, Wegmans added an iPhone app and launched the *Fresh Stories* blog.

The company has won numerous awards over the years. Most recently, Wegmans was listed at 28 on the 2011 *Supermarket News* list of the Top 75 Supermarkets based on sales volume. Wegmans also ranked 55th on *Forbes*' list of "America's Largest Private Companies of 2010."

Why Rochester N.Y.?

Wegmans is committed to the Greater Rochester Region, its home for nearly 95 years.



An example of this commitment is the January 2006 donation of \$8 million by Robert Wegman to St. John Fisher College in Rochester to fund the Wegmans School of Nursing. This was in addition to a \$5 million donation given by Wegman to the college earlier in 2005 to fund the Wegmans School of Pharmacy. Over the last five years, the company replaced older stores on Mt. Read Boulevard in Greece and Calkins

Road in Henrietta with new and larger stores, and it has announced extensive plans to rebuild the East Avenue store in Rochester.

Wegmans has the capital it needs to expand, and a leadership succession plan has been implemented by naming Colleen Wegman, president. With its highly-trained and skilled workforce and long history of innovation, Rochester, N.Y. will remain the headquarters for the privately held, family-owned Wegmans Food Markets Inc.