



Name:	<u></u>							
Compa	any:							
Addres	ss:							
City, S	State, Zip:							
Phone	::	Fax:	E	Email:				
Section	on 1 – General Inform	ation						
Please 1.1 1.2 1.3	e provide total company d Number of stores Annual company retail Do you have union emp If yes, is more t	sales \$	Yes No			No		
1.4	How many hours must	an employee work	to be consider	red full-tim	ie?			
Section	on 2 – Benefits	, ,					_	
2.01	If company manageme employee category (sel		are offered, ple	ase indica	ite the type	e of plan(s	s) available f	or each
		Preferred provider organization (PPO)	Health maintenance organization (HMO)	Point of service (POS)	Self Insured	No Health Plan	High Deductible Plan	Dental
Execu	utives (VP level and higher)							
	pt Employees Below utive Level							
Full-tii	me Nonexempt							
Part-ti	ime Nonexempt							
2.02	Please indicate the cos Employee pa	<u> </u>		plan partio loyer paid	· —	Do not ha	ve a plan	
	Single Employee/Spo Family	\$	oyer Amount	Er \$ \$ \$	nployee Ar	nount		
2.04	Please indicate the min Immediately 6 months		ervice required 30 days One year	I to be elic [ible for he 90 days Other:	alth plan	participation	

2.05	Does your company's employee-sponsored Yes		ver an employee's	spouse who is elig	jible for his or her o	wn
	If yes, do you	apply a surcharge?	☐Yes \$		□No	
2.06	Please indicate which Group life Prescriptio Vision care	nsurance Sick le n drugs Long t	are offered at the eave/salary continu erm disability plan	ation plan Si	Select all that apply) nort term disability p exible spending acc	lan
2.07	If a retirement plan is Defined contributio Employee stock ov 401(k) salary reduce No retirement plan	n plan /nership (ESOP) ction – w/o match	Defined benefit p Qualified employ 401(k) salary rec		Profit sharing Pension plan y match	
2.08	Does your company of HSA (100% emploinment) HRA (100% emploinment) Other:	offer: yer funded) HSA (yer funded) HRA	(100% employee fo (100% employee fo	unded) HSA (em unded) HRA (en	nployer & employee nployer & employee	funded) funded ——
2.09	☐ Employer of	etirement plan cost s contribution only contribution only and employer contri		nt		
2.10	Does your company o ☐ Yes	offer a wellness prog □ No	ram?			
	☐ Company o ☐ Smoking c ☐ Stress man)			
2.11	Does your company a ☐ Yes \$		surcharge for hea ∃No	Ithcare plan partic	ipants?	
2.12	Does your company ¡ ☐ Yes \$		yee discount? ⊒No			
2.13	Please indicate the a	nnual amounts of tim	ne off given to your	full and part-time	employees, if any	
	Full-time Part-time	PTO	Vacation	Sick	Personal	
	If time off is determine	ed conditionally, plea	ase explain:			

Section 3 - Base Pay Increase Budgets

3.1 "Performance-based" increases are those awarded to employees based on individual merit. "Across-the-board" increases refer to salary adjustments awarded identically to all employees (i.e., general increases or cost-of-living adjustments).

In the tables below, provide the average actual 2013 and average estimated 2014 increases for exempt employees, nonexempt staff and overall awarded in your organization.

		Actual 2013	
	Exempt	Nonexempt	Overall
Performance-based (merit increase)			
Across-the-board (cost of living increase)			
Total Increase			
	Budgeted/Estimated 2014		
	Exempt	Nonexempt	Overall
Performance-based (merit increase)			
Across-the-board (cost of living increase)			
Total Increase			

Section 4 – Management Incentives Plans

	•			
4.1	Does your company offer any form of ☐ Yes ☐ No, IF NO, SKIP			
4.2	If yes, which of the following best des ☐ Goal-oriented plan	scribes your plan? S □Bonus plan	elect only one. Discretionary pl	an
4.3	What is the percentage of exempt em	nployees eligible to	participate in 2014?	%
	Compared to 2013, is that percentage Higher About the same Lower	e		
4.4	What is the target percentage and m percentage of the salary or midpoint,			expressed as a
		<u>Target</u>	<u>Maximum</u>	
	Chief Financial Officer	%	%	
	Company Senior Manager	%	%	
	Merchandise Buyer	%	%	
	Store Manager	%	%	

Headquarter/corporate positions

Company headquarters:	Northeast: CT, MA, ME, NH, NJ, NY, PA, RI, VT
□ Northeast	Midwest: IA, IL, IN, KS, MI, MN, MO, NE, ND, OH, SD, WI
☐ Midwest	South: AL, AR, DC, DE, FL, GA, KY, LA, MD, MS, NC, OK, PR, SC, TN, TX, VA, WV
☐ South	West: AK, AZ, CA, CO, HI, ID, MT, NM, NV, OR, UT, WA, WY
☐ West	
	Please complete the following grid for each position.

	Average salary	Structured performance appraisal?	Bonus Plan?	Average Bonus Amount
EXAMPLE TITLE	\$75,000	O yes ● no	● yes O no	\$10,000
CEO/President	\$	☐yes ☐no	☐yes ☐no	\$
Controller	\$	□yes □no	□yes □no	\$
Executive Assistant	\$	☐yes ☐no	☐yes ☐no	\$
Top IT Executive	\$	□yes □no	□yes □no	\$
Top HR Executive (with labor relations)	\$	□yes □no	□yes □no	\$
Top HR Executive (without labor relations)	\$	□yes □no	□yes □no	\$
Payroll Manager	\$	☐yes ☐no	□yes □no	\$
Top Training & Staff Development Executive	\$	□yes □no	□yes □no	\$
Top Security/Loss Prevention Executive	\$	□yes □no	□yes □no	\$
Top Audit Executive	\$	□yes □no	□yes □no	\$
Top Operations Executive	\$	□yes □no	□yes □no	\$
Top Advertising Executive	\$	□yes □no	□yes □no	\$
Top Marketing Executive	\$	□yes □no	□yes □no	\$

Store Management

	Average salary	Sunday pay?	Holiday pay?	Structured performance appraisal?	Bonus Plan?	Average Bonus
District Manager	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Store Manager	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Assistant Store Manager	\$	☐yes ☐no	☐yes ☐no	□yes □no	□yes □no	\$

١.	On average, ho	ow many em	iployees does	s a store i	manager with	your company	ultimately	oversee?
	□ 1 - 25	☐ 26 - 50	☐ 51-100	□ 101-1	I50 ☐ More	than 150		

2. What is your average store manager salary by tenure?

1-5 years	\$
6-12 years	\$
13-19 years	\$
20+ years	\$

3. What is your average store manager salary by weekly store sales?

Less than \$125,000	\$
\$125,000 - \$250,000	\$
\$250,000 - \$500,000	\$
More than \$500,000	\$

4.	If you have a structured	performance appraisal	for store managers,	how are salary	increases determined?

System of financial goals and m	neasures
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Subjective evaluation only Combination of subjective evaluation and financial measurement

5. If you have a bonus plan, which criteria do you use for the amount of bonus paid?

☐ No established criteria, bonus is discretionary
Employee satisfaction
☐ Customer satisfaction
Reduction of employee turnover

☐ Achieving store/department pr	rofitability target
Achieving store/department gr	, ,

Achieving sales per labor hour

Achieving labor percentage

Meat and Seafood

*All salary figures should be based on a 40-hour workweek

	Average salary	Sunday pay?	Holiday pay?	Structured performance appraisal?	Bonus Plan?	Average Bonus
Top Meat Executive	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Meat Merchandiser	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Meat Category Manager	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Meat Manager with Seafood	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Meat Manager w/o Seafood	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Meat Cutter	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Meat Service Counter Clerk	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Top Seafood Executive	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$

Produce and Floral

*All salary figures should be based on a 40-hour workweek

, 0	Average salary	Sunday pay?	Holiday pay?	Structured performance appraisal?	Bonus Plan?	Average Bonus
Top Produce Operations Exec	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Produce Merchandiser	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Produce Category Manager	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Produce Manager with Floral	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Produce Manager without Floral	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Top Floral Operations Executive	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Floral Merchandiser	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Floral Category Manager	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Floral Manager	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Floral/Produce Clerk	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$

Deli and Bakery

*All salary figures should be based on a 40-hour workweek

	Average salary	Sunday pay?	Holiday pay?	Structured performance appraisal?	Bonus Plan?	Average Bonus
Top Deli Executive	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Deli Merchandiser	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Deli Category Manager	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Deli Manager	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Deli or Bakery Clerk	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Top Bakery Executive	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Bakery Merchandiser	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Bakery Category Manager	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Bakery Manager With Deli	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Bakery Manager w/o Deli	\$	□yes □no	☐yes ☐no	□yes □no	□yes □no	\$

Grocery, HBC and GM

*All salary figures should be based on a 40-hour workweek

	Average salary	Sunday pay?	Holiday pay?	Structured performance appraisal?	Bonus Plan?	Average Bonus
Top Grocery/Nonfood Executive	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Grocery Category Manager	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Grocery Manager	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
GM/HBC Manager	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$

Dairy and Frozen

*All salary figures should be based on a 40-hour workweek

	Average salary	Sunday pay?	Holiday pay?	Structured performance appraisal?	Bonus Plan?	Average Bonus
Dairy Manager with Frozen	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Dairy Manager without Frozen	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$
Frozen Manager	\$	□yes □no	□yes □no	□yes □no	□yes □no	\$

Pharmacy

*All salary figures should be based on a 40-hour workweek

	Average salary	Sunday pay?	Holiday pay?	Structured performance appraisal?	Bonus Plan?	Average Bonus
Pharmacy Manager	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Staff Pharmacist	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Certified Pharmacy Tech.	\$	☐ yes ☐ no	□yes □no	□yes □no	□yes □no	\$
Pharm Clerk (non-tech)	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$

Miscellaneous positions

*All salary figures should be based on a 40-hour workweek

, , , , , , , , , , , , , , , , , , , ,	Average salary	Sunday pay?	Holiday pay?	Structured performance appraisal?	Bonus Plan?	Average Bonus
HR / Personnel Coordinator	\$	☐ yes ☐ no	□yes □no	□yes □no	□yes □no	\$
Natural/Organic Cat. Manager	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Front End/Customer Service Manager	\$	☐ yes ☐ no	□yes □no	□yes □no	□yes □no	\$
Front End / Customer Service Clerk	\$	☐ yes ☐ no	□yes □no	□yes □no	□yes □no	\$
DSD Coordinator	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Cashier	\$	☐ yes ☐ no	□yes □no	□yes □no	□yes □no	\$
Bagger	\$	☐ yes ☐ no	□yes □no	□yes □no	□yes □no	\$
Night Crew Manager	\$	☐yes ☐no	□yes □no	□yes □no	□yes □no	\$
Night Crew Staff	\$	☐ yes ☐ no	□yes □no	□yes □no	□yes □no	\$