

2026

CDA STATE OF THE ASSOCIATION REPORT

September 2025 to August 2026

Presented at the 2026
Annual Membership Meeting



Convenience
Distribution
ASSOCIATION

Information to date as of 8/1/2026

MESSAGE FROM THE PRESIDENT & CEO



It is an exciting time for CDA as we continue working to support and strengthen the convenience distribution industry. I want to thank our members for your continued trust and commitment to CDA. Since joining this association, I have been inspired by the dedication and innovation of the people who make convenience distribution such a vital part of the economy.

The strength of CDA lies in its members. By bringing together distributor members and industry partners, we strive to foster meaningful connections and encourage collaboration.

Our mission is simple: to help our members succeed and move our industry forward together.

CDA remains dedicated to providing valuable resources and serving as a voice for our members. Through our events, programs and advocacy, we deliver the insights and support you need to navigate challenges and seize opportunities.

When our members succeed, our industry grows stronger. I look forward to continuing this journey with you and building a stronger future for convenience distribution together.

A handwritten signature in white ink that reads "Richard V. Owen". The signature is fluid and cursive, with a long horizontal line extending from the end.

Richard Owen, President & CEO
Convenience Distribution Association

CDA & DEF BOARD OF DIRECTORS & NOMINATIONS FOR 2027

DISTRIBUTOR NOMINATIONS

First term:

- Robert Cody, Grocery Supply Company
- Sarah Douglas Beach, Douglas Companies, Inc.
- David D'Amico, BTC Wholesale Distributors, Inc.
- Blair Hoelscher, Modern Distributors
- Mike Loge, Henry's Foods, Inc.
- Chris Smythers, Merchants Grocery Company, Inc.

Re-nominated for second term:

- Ross Haynes, Hardec's, Inc.
- Cassandra Matos, McLane Company, Inc.
- Matt Hautau, Core-Mark International, Inc.

Re-nominated for third term:

- Sheldon Feist, Doyles Sheehan
- Paula Glidewell, Glidewell Distributing Co., Inc.

MANUFACTURER NOMINATIONS

- Jim Dodge, Mars Wrigley

NOMINEES FOR OFFICER POSITIONS

Nominee for Chairman:

- George Bennett, S. Abraham & Sons, Inc.

Nominee for First Vice Chairman:

- Lawson Williams, MR Williams, Inc.

Nominee for Second Vice Chairman:

- Tremayne Arnold, Capitol Distributing, Inc.

Nominee for At Large Member:

- Leanne Jennings, J.L. Gaddy Enterprises, Inc.

CDA YEAR IN REVIEW: Our Impact Since Last September

SIGNATURE EVENTS

CDBX 2025:

OF ATTENDEES:

 **552**

OF TOP-TO-TOP MEETINGS:

 **1472**

OF PARTICIPATING COMPANIES:

 **51**
distributor
companies

55
supplier
companies

 **73**
distributor
teams

67
supplier
meeting rooms

 **14**
sponsors

Marketplace 2026:

OF ATTENDEES:

 **481**

OF BOOTHS:

 **99**

OF PARTICIPATING COMPANIES:

 **44**
distributor
companies

 **16**
sponsors

NEW MEMBERS

DISTRIBUTORS

ADCO Distributors, Inc.
Caldwell Wholesale
Company LLC
Chase Cash & Carry, Inc.
Layman Distributing
W.A. DeHart Inc.

MANUFACTURERS

Designer Greetings
Eagle Family Foods LLC
JOEY Op Co.
NOAT, Inc.
West Liberty Foods, LLC
Worthy Family Brands

ALLIED MEMBERS

ADCO Industries
AgCold
Instacart Business
Numeral

BROKERS

HWY Partners

GOVERNMENT AFFAIRS

Food Safety Modernization Act (FSMA) Food Traceability Rule initiatives include:

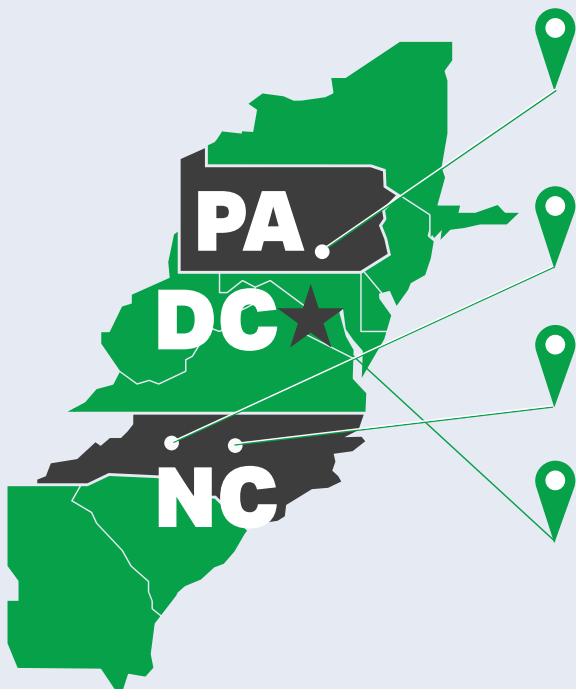
- Member education through webinar series and bulletins
- Industry collaboration and committee leadership
- FDA meeting engagement
- Distributor participation in FDA tabletop exercises and listening sessions
- Advocacy for practical implementation of the food traceability rule



Day on the Hill 2026

- Held **May 12-13**
- **22 distributors** participated
- **56 meetings** held representing **14 states**
- **4 sponsors** supported the event

INDUSTRY AFFAIRS COMMITTEE



Hershey, PA—November 2025

Center of Store Subcommittee met with **The Hershey Company**.

Winston-Salem, NC—December 2025

Tobacco Subcommittee met with **Reynolds**.

Greensboro, NC—December 2025

Tobacco Subcommittee met with **ITG Brands, LLC**.

Washington, D.C.—May 2026

Tobacco Subcommittee met with **Altria Group Distribution Company**.

These productive meetings provide opportunities for distributors to work with their manufacturer trading partners to address industry challenges and explore collaborative solutions and opportunities for continued collaboration.

GIVE BACK INITIATIVES

CDBX 2025

Supplier members generously donated leftover product to UMOM, Arizona's largest provider of services for families experiencing homelessness. Founded in 1964, UMOM delivers critical support through emergency shelter, job training, and affordable housing programs, helping families achieve long-term stability.

Marketplace 2026

Arlington Charities, Inc. received more than 1,000 Kits for Kids in support of its Summer Books and Bites program. These complete, ready-to-use bags help ensure children have the tools they need to continue learning and exploring their creativity throughout the summer months.

EDUCATION & RESEARCH

Scholarships

10 

Drive to Thrive:
CDL
Scholarships
awarded

4 

Ray Foley
Memorial
Scholarships
awarded

Research Reports



Economic
Impact
Report

50
state
one-pagers



Compensation &
Benefits Study

14
distributor
companies



Hershey Industry
Performance
Analysis Report

23
distributor
companies

Education Programs

41

Business
Academy
participants

4

Leadership
Institute
participants

Additional Education

7

education
sessions at
Marketplace 2026

7

live and
on-demand
industry webinars

UPCOMING EDUCATION PROGRAMS & EVENTS

August 2026:
CDA Business
Academy second
cohort begins

January 2027:
Ray Foley Memorial
Scholarship
applications open

February 2027:
Marketplace
2027 education
sessions

March 2027:
HIPA
Survey
launches

August 2027:
Drive to Thrive:
CDL Scholarship
nominations open

ECONOMIC IMPACT SNAPSHOT

The Convenience Distribution
Industry's Contributions to
the U.S. Economy



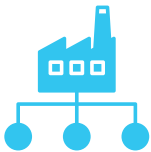
ECONOMIC IMPACT

\$28.3 Billion Direct Industry Output
\$65.9 Billion Total Economic Output
\$37.2 Billion Contribution to U.S. GDP
\$110+ Billion in U.S. Convenience
Product Sales



LABOR INCOME

\$7.5 Billion Direct Wages & Benefits
\$20.2 Billion Total Labor Income



INDUSTRY REACH

150,000+ Retailers Served Nationwide
50 States Served by Convenience
Distributors



JOBS WORKFORCE

72,300 Direct Industry Jobs
36 States with **500+** Direct Employees
237,000 Total Jobs Supported



SUPPLY CHAIN IMPACT

82,300 Additional Supply
Chain Jobs
\$18.9 Billion Supplier Activity
Generated



TAX IMPACT

\$8.6 Billion Federal, State &
Local Taxes Generated

UPCOMING EVENTS

2027

Convenience Distribution Marketplace (CDM)

February 22–24, 2027

Loews Arlington Hotel | Arlington, TX

CDA Day on the Hill

(Distributor attendees only)

May 11–12, 2027

Washington, DC

Convenience Distribution Business Exchange (CDBX)

September 13–16, 2027

Omni Fort Worth Hotel | Fort Worth, TX

2028

Convenience Distribution Marketplace (CDM)

February 28–March 1, 2028

The Woodlands Waterway Marriott Hotel
& Convention Center | The Woodlands, TX

Convenience Distribution Business Exchange (CDBX)

September 11–14, 2028

Omni Orlando Resort at
ChampionsGate | Orlando, FL

2029

Convenience Distribution Marketplace (CDM)

February 26–28, 2029

The Woodlands Waterway Marriott Hotel
& Convention Center | The Woodlands, TX

Convenience Distribution Business Exchange (CDBX)

September 24–27, 2029

Omni Louisville Hotel | Louisville, KY



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the latest news, updates, and
industry insights.