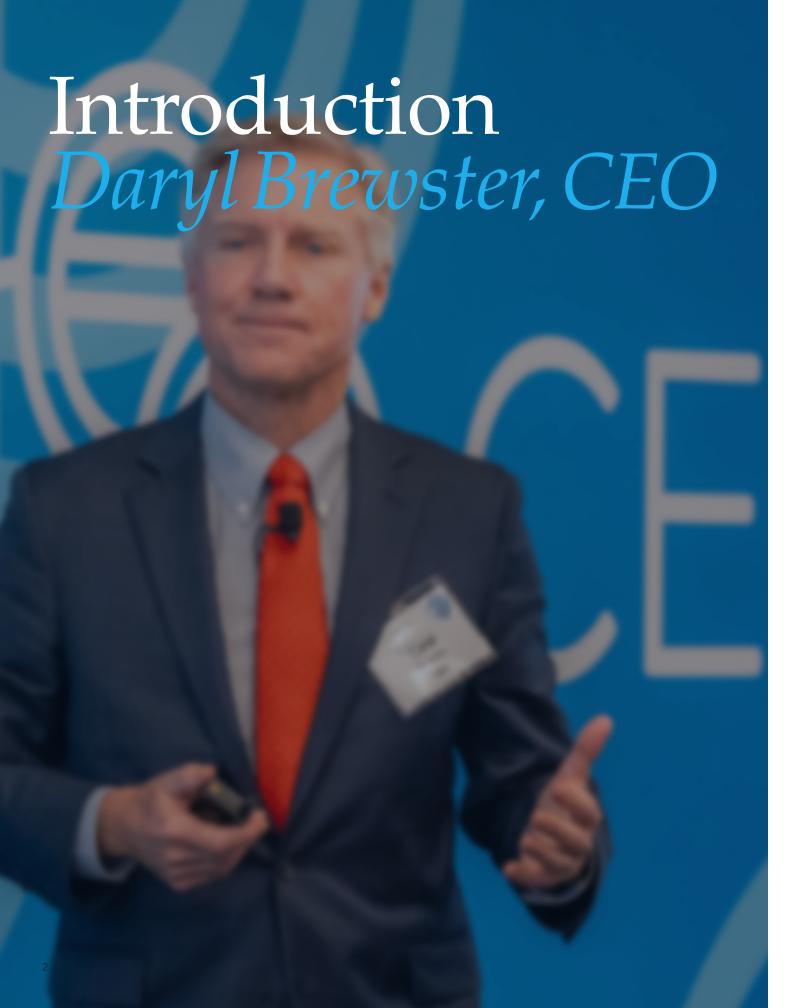
Chief Executives for Corporate Purpose®

## The Power of Purpose

The value of CECP







Welcome, colleagues, to our 25th Anniversary edition of "The Power of Purpose: The Value of CECP". We're particularly excited to bring you the latest on the substantial business growth and value-building returns that accrue to purpose-driven companies.

#### First let me talk a little about our take on corporate purpose and why we care.

Purpose has been broadly defined as the reason a company exists beyond making a profit. CECP takes issue with this relatively outdated definition because it implies that purpose is a decoupled and philanthropic consideration independent of profit. Rather, the interdependency of profit and purpose is handily supported by extensive research. Data indicate the exponential Power of Purpose to help companies drive hard and soft returns precisely because they set forth a vision of a better world.

It is no longer enough for companies to compete successfully with a textbook positioning around **what** they do. Now it is imperative that they compete for strong success metrics—for example, attracting and retaining talent and a loyal consumer base—by making it clear **why** it is important to society that they exist.

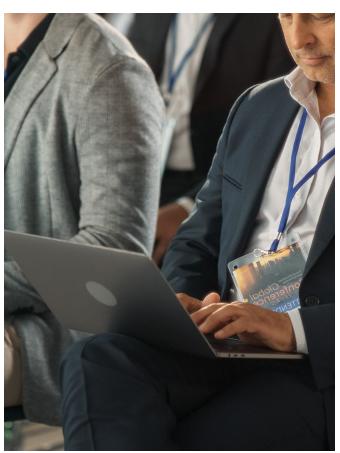
Let's review some compelling data points that reflect the benefits that accrue to companies that address the "virtuous circle" of the purpose-related needs of their shareholders, talent, and consumers. For example, brands with a defined purpose to improve quality of life outperform the stock market by 120% (Interbrand). And the valuation of purpose-led brands has surged by 175% over the past 12 years, versus a growth rate of just 70% for brands uncertain of their purpose. (Kantar)

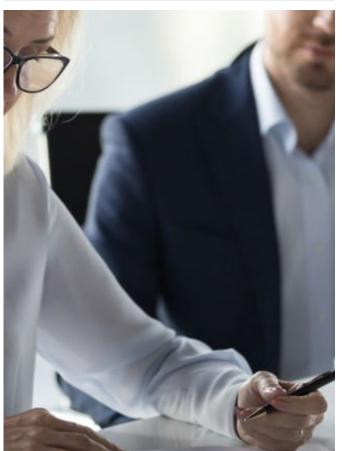
I extend to you my warmest invitation to join us on your purpose journey!

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## CECP and the Power of Purpose

### **Talent** and the Power of Purpose

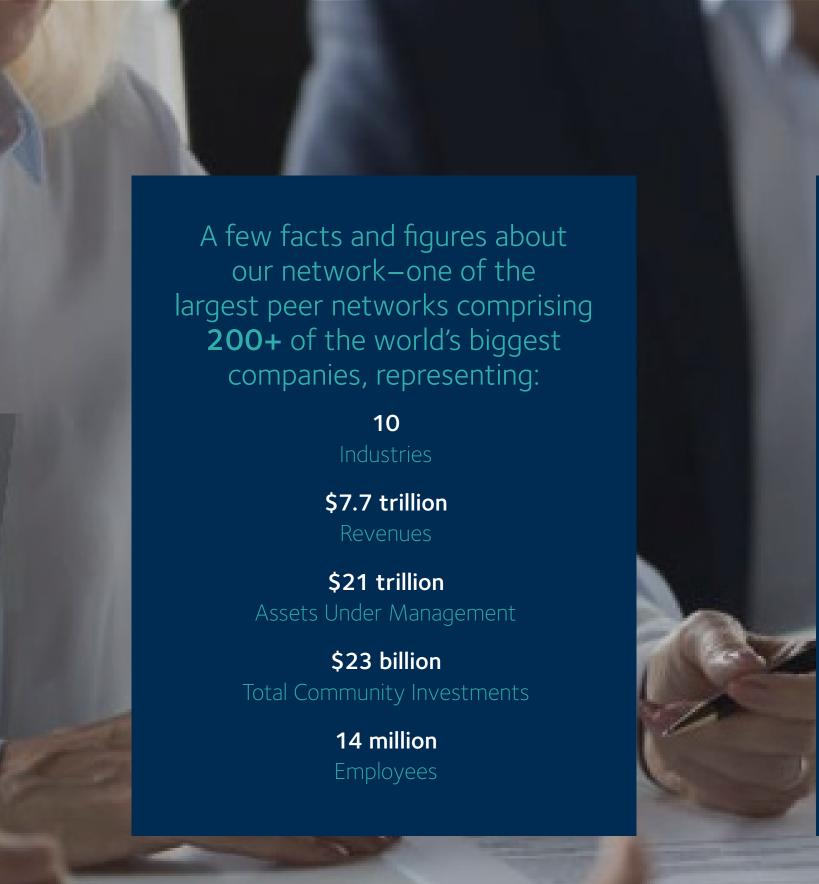
The fortunes of companies rise and fall on the quality of their talent. With unemployment at historic lows, job openings at record highs, and more people voluntarily leaving their jobs than ever before, the competition for top talent has never been more fierce. Purpose is key to fighting the war for top talent: Eighty-three percent of Gen Z in the US consider a company's purpose when deciding where to work. (Cone/Porter Novelli).

### **Consumers** and the Power of Purpose

In a world of similar products and services, purpose is the gateway to the powerful differentiation and value-add for which customers are looking. Consumers are more likely to have a positive image of (89%), trust in (86%), and loyalty to (83%) brands that lead with purpose. Also, 79% of consumers say they feel a deeper personal connection to companies with values like to their own. Seventy-two percent say they feel it is more important than ever to buy from companies that reflect their values. (Cone/Porter Novelli).

### **CECP** and the Power of Purpose

At this point, we hope you are beginning to rethink purpose, as being purpose-driven is critical to optimal business success and value creation for 21st century companies. Given its importance, CECP has custom built the only business counsel dedicated to helping companies effectively and efficiently pursue their purpose agendas. In this document you will read about the advanced solutions we offer to help you reap the full rewards of a rich and enriching purpose journey. At the heart of CECP is our network of like-minded, purposedriven CEOs. It's a powerful and empowering network where some of the most influential global corporate leaders rub shoulders to discuss and build on each other's success storiesand secrets.



# About CECP The Power of our CEO-led Network

"As business leaders, we aim to make a positive impact on the communities we serve. The support CECP provides me and my CEO peers has been very valuable in that mission, particularly as we've all navigated common challenges over the last few years."

Fran Horowitz

CEO, Abercrombie & Fitch Co.



#### **About CECP**

The Power of our CEO-led Network

Purpose consists of tangible frameworks, data, strategies, and goal setting.

Over 25 years, CECP has developed the gold standard roadmap to purpose, and affiliation with CECP delivers access to this knowledge.

CECP works with CEOs and leaders in corporate responsibility, sustainability, foundations, investor relations, finance, legal, and communications, and develops actionable insights with our CEO-led network to address shareholder and stakeholder purpose-related needs.

- Insights at scale: We have 5,000+ annual touch points with companies, sharing industry-leading research and actionable insights to transform corporate purpose journeys.
- **Convening power**: We bring together a network of 2,500+ CEOs and corporate leaders to share insights, experiences, and solutions with peers.
- We carefully monitor the success and salience of the network in a loyalty feedback loop: 90% of companies renew their annual affiliation with CECP and 63% of companies have been affiliated with CECP for more than 10+ years.

## What we do Services & Benefits

CECP's purpose is to unleash the power of corporate purpose. We offer network companies a rich array of powerful and proprietary solutions in five areas, across five Centers of Excellence:



#### What we Do

#### Solution Areas

#### 1. Strategy and Benchmarking

Includes Accelerators, Benchmarking Models and Tools, and Fast-Track Consulting. Our global benchmarking, strategy, and insight solutions are the most authoritative source of information on the status of responsible business.

#### 2. Research and Insights

Includes Pulse Surveys, Giving in Numbers™, Investing in Society, and Global Impact at Scale. Our array of knowledge and expertise is unmatched in scope and depth. Collectively, our talented professional team delivers this compendium to fully equip the F1000 for exponential returns on their purpose investments.

#### 3. Convenings & Communications

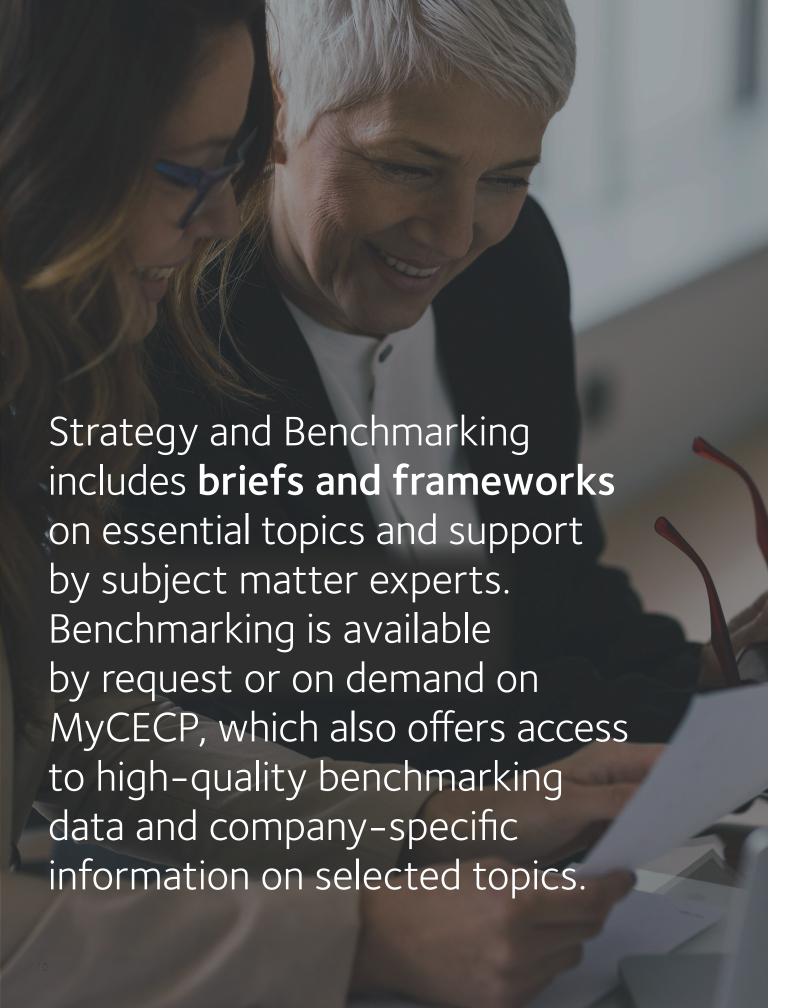
Includes CECP's Summit, Board of Boards, CEO Investor
Forum, in person and virtual Roundtables, and Accelerators.
Our invitation-only, peer-led convenings of senior executives
foster knowledge exchanges and accelerate purpose
strategies and impact. CECP spotlights excellence in corporate
purpose through our communications channels and counsel.

#### 4. Advanced Opportunities

Includes **custom advisory** and **research projects** for network companies to research, build out, measure, lead, and communicate around purpose.

#### 5. The CEO Network

Includes visibility, thought leadership, and strategy support to help set the tone from the top that purpose is paramount.



#### 1. Strategy and Benchmarking

#### Strategy services include:

- 1. Unlimited fast-track consulting and strategy support when you need it
- Access CECP's robust data set through proprietary measurement and reporting tools, as well as research and subject matter expertise.
- Use our data, resources, and materials to inform your meetings and presentations to Boards, Councils, or Executive Leadership teams.
- Access real-time trends, models, case studies, and best practices to inform strategic decision making, either by emailing or calling us or online through our MyCECP Knowledge and Data Centers.
- Help defend budgets or gain buy-in from leadership to grow programs and make a bigger impact.
- Support goal setting, strategies, scorecard, and KPI development.
- Customized assessments for long-term value creation
- Integrated Long-Term Disclosure Assessment:
  We analyze and assess your company's public
  disclosures against CECP's Integrated Long-Term
  Plan framework, highlighting areas of opportunity
  and strengths.
- **ESG Company Snapshot:** We deliver a high-level synopsis of your company's performance on material ESG issues (powered by Bloomberg data).
- 3. Global Exchange network for global perspective
- We foster relationships and data-sharing with 18 country/region-based corporate societal engagement organizations.





#### 1. Strategy and Benchmarking *(continued)*

## Benchmarking services include:

#### 1. Customized benchmarking when you need it

- We draw from our Giving in Numbers<sup>™</sup> data to deliver customized benchmarking and in-depth analyses on corporate societal investment: community investments, employee engagement, operations, measurement, and evaluation.
- includes NEW employee engagement and DEI benchmarks.
- Corporate leaders use our benchmarking data to monitor their year-over-year performance on key metrics and to draw comparisons against peers, gaining insights, making program improvements, or advocating for budget and staffing level adjustments.
- Benchmarking is available on request or self-serve via the MyCECP portal.

#### 2. How benchmarking insights help you create value

- Present your company's historical contributions in preparation for budget discussions.
- Contextualize corporate contributions within broader industry and peer group trends to identify alignments and differences.
- Highlight opportunities for new corporate community investment.
- Recommend new employee engagement programs or policies.
- Make a business case for increased levels or types of investment.





#### Employee Engagement

- Volunteering by program type, average participation rates, median hours volunteered, and time-off policies
- Pro Bono Services
- Matching Gifts by program type, policies, and participation rates

#### Community Investments

- Giving by funding type: foundation cash, direct cash, and non-cash
- Program Areas including DEI and disaster response
- · Priority Focus Area
- International Investment

#### **Our Benchmarking Categories**

#### Operations

- Community Investments
  Staffing Trends: titles,
  reporting departments, and
  number of full-time employees
- Management and Program Costs
- Foundations: prevalence and funding

#### Measurement & Evaluation

- Trends in MeasurementPriorities: scope
- Measuring to Manage: metrics and reporting practices
- Measurement of Business
   Value: perceived benefit to employees, brand, and customer, and business arowth

#### 2. Research and Insights

Collectively, our talented professional team delivers an unmatched array of knowledge to fully equip the F1000 for exponential returns on their purpose investments. Research and Insights include Pulse Surveys, Giving in Numbers™, Investing in Society, and Global Impact at Scale.

#### We produce two types of reports:

- **1. Annual reports**: These are industry-leading research reports of the corporate purpose landscape with actionable insights to transform your corporate purpose work:
  - Giving In Numbers: In partnership with companies, the unrivaled leader in benchmarking reporting on corporate social investments. It is a collection of data from more than 617 multibillion-dollar companies and more than \$388 billion in corporate social investments.
  - Global Impact at Scale: Captures insights into global company actions related to purpose issues, community, and society.
  - *Investing in Society*: Reflects on the state of corporate purpose through purpose-driven and sustainable business performance.
- 2. Topical reports and Issue Briefs across CECP's Centers of Excellence: These cover trends, best practices, reporting and measurement tools, proprietary frameworks, peer insights and knowledge sharing, and other resources to transform your corporate purpose work, including:
  - Corporate Foundations, Shared Resilience,
     Developing Business Champions, Return on Purpose,
     Worker Wellbeing in a Time of Crisis.

#### Weekly Pulse Surveys capture and analyze the sentiment of our network:

• Recent topics include the disaster response, ESG backlash, civic engagement, and virtual volunteering.

#### What we Do

#### 3. Convening & Communications

We convene several important meetings each year to bring together leaders from the world's largest companies who drive social investment strategies with experts on priority topic areas. Our invitation-only, peer-led convenings of senior executives foster knowledge exchanges and accelerate purpose strategies and impact. Key convenings include CECP's Summit, Board of Boards, CEO Investor Forum, CEO Roundtables, and Accelerators.

#### 1. CECP Summit

The CECP Summit is a meeting each May of nearly 300 corporate leaders who drive social strategies at the world's largest companies. This vital corporate network engages and learns together, offering powerful insights on trends, partnerships, and the business case to advance companies' role as a force for good in society.

#### 2. CECP Board of Boards

CECP's annual CEO-only, closed-door Board of Boards provides a distinct opportunity for CEOs to discuss the return on purpose. This best-in-class gathering of 50 of the world's leading CEOs includes case studies, networking, and dialogue around advancing the business case for corporate purpose.

Featured CEO speakers have included Sara Armbruster, Steelcase; Mark Clouse, Campbell Soup Company; Joanne C. Crevoiserat, Tapestry; and Ken Frazier, Merck.

#### 3. CECP CEO Investor Forum

CECP Investor Forum is the largest Reg FD platform for CEOs to address long-term

value creation, inclusive of purpose and stakeholder engagement. CECP's proprietary content framework, advisory services, and events support and guide corporate executives in developing and communicating their Integrated Long-Term Plans.

#### 4. CEO Roundtables

CEO Roundtables bring together 8–12 leaders on a quarterly basis to share insights, experiences, and solutions. Recent speakers include Alan Murray, *Fortune*; Joe Ucuzoglu, Deloitte; and Richard Edelman, Edelman.

#### 5. Accelerators

Accelerators offer deep dives into fundamentals to advance strategies and the field. Sessions consist of real case examples, data and insights, and peer learning. Accelerators also provide asynchronous learning through a chat board and shared resources.

#### **Upcoming topics include:**

- Demystifying Measuremer
- Getting the Most out of Giving in Numbers
- Elevating Employee Engagement
- Innovation in STEM & Workforce
- Resiliency in Crises & Disaster Response

In addition, CECP gathers corporate leaders through frequent in-person and virtual Roundtables, Peer Connects, and Corporate Peer Discussions. See cecp.co/events for the full list.

#### 3. Convening & Communications (continued)



We celebrate the good work of companies, connecting the trends with the case studies of corporate purpose in action. In addition, we work behind the scenes with companies to hone their communications strategies, merging corporate purpose and brand to tell the full story of the company.

#### Communications services include:

- Media partnerships and ads
- Content creation and amplification
- Thought leadership and recognition



#### Opportunities include:

**Company Spotlights** 

Charlie Award

Force for Good Award

Speaking opportunities

Fortune special advertising section

Connections to top-tier reporters

Social media amplification

#### What we Do

#### 4. Advanced Opportunities



"We were pleased with the work provided by the awesome CECP team. The organization's commitment to excellence was apparent in all deliverables and interactions. CECP provided beneficial insights, great presentations to our team and the foundation board, and very thorough data deliverables with respect to the company interviews. Thank you for your partnership!"

Senior Leader, Diversity, Equity & Inclusion at a Fortune 500 financial company

#### 1. Advanced Advisory Services

Using proprietary frameworks and knowledge, we develop customized advisory projects for companies to build, operationalize, communicate, and measure their purpose strategies in these areas:

- Expanded benchmarking
- Strategy review and facilitation
- Measurement advisement
- · Communications strategy and assessment
- Strategic program advisement

#### 2. Sponsored Research Services

We offer companies and foundations opportunities to partner with us on research projects that meet their needs, advance the corporate purpose movement, and:

- Demonstrate corporate thought leadership
- Contribute to a synthesis of research to advance the field
- Share learnings with network peers

CECP also offers the option for companies to retain CECP for a set number of hours for ongoing strategic advisory support. Additional fees are associated with Advanced Opportunities. Please contact: info@cecp.co.



5. The CEO Network

### Why engage CEOs? Simply put: Purpose is that important.

CECP has carefully integrated into its offering multiple opportunities for CEOs to hear, learn, and share the best advice and counsel about purpose. These opportunities center around: Insights, Visibility, Thought Leadership, and Strategy.

#### Insights

- CEO Calls: We host one-on-one calls between CEOs and/or C-Suites with CECP's CEO and/or Executive Leadership Team to discuss leadership and advocacy and how to optimize your company's purpose journey, drawing from CECP research and our Centers of Excellence.
- **CEO Purpose Weekly**: CECP's CEO shares the latest and most up-to-date resources or corporate purpose leadership.

#### Thought Leadership

- Trend Talks: We work with you to author or record Trend Talks on various topics and share these talks via CECP's communications channels.
- Articles & Op-Eds: We help you place pieces in top-tier influential media outlets, including Harvard Business Review, Financial Times, Wall Street Journal, and Fortune.

#### Visibility

- Summit: Join a CEO panel at CECP's convening of nearly 300 senior corporate leaders who drive social strategies at the world's largest companies.
- Partner Events: Be included in agendas at relevant partner events (e.g., Social Innovation Summit, Reuters).
- **Convenings**: Attend our CEO Roundtables, Board of Boards, and CEO Investor Forums.

#### Strategy

- Custom Purpose Presentations: We prepare custom decks so you can share our data and insights. Examples of topics include driving purpose from the top down and strategy refresh for community investment budgets.
- Integrated Long-Term Plan: We help you develop your company's growth, strategy, and risk plan, 3-5 years out.
- Transformation: We help you transform your purpose strategy with insights, benchmarking and analysis, best practices, frameworks, and convenings.





## In Conclusion Power of Purpose

Leading companies understand that purpose is the route to solve many challenges and seize multiple opportunities. We're the only purpose-focused counsel and network dedicated to enabling companies to address these challenges and opportunities, with custom-built skills, knowledge, and solutions.

CECP understands that CEOs and their corporate purpose leaders are under constant pressure to demonstrate how their work is making a positive impact on the business. Their unique role is to align processes, systems, and cultures to make their businesses work harder at a time of increasing competition and performance demands from all sides. Those demands have evolved to include a robust understanding and declaration of why the enterprise exists in terms of its impact on communities and the planet.

Leaders don't have to do this alone. We provide an exclusive and dedicated support network to answer questions and seize opportunities inherent in successful purpose journeys.

This is our unwavering focus.

We invite you to join CECP and your fellow F1000 leaders to harness the Power of Purpose.

#### **CECP** Affiliate members

CSX Transportation, Inc. Abbott Laboratories CVS Health Daikin NA Abercrombie & Fitch Co. Danaher Deere & Company Dell Technologies Inc. Deloitte US Alcoa Corp. Ally Financial Deutsche Bank Altria Group, Inc. Discovery Education Dominion Energy Ameren Corporation American Electric Power Company, Inc. DPR Construction American Express Dun & Bradstreet, Inc. Ameriprise Financial, Inc. Applied Materials, Inc. Edward Jones Investments Aristocrat Gaming Assurant, Inc. Elevance Health AT&T Inc. Eli Lilly and Company Bank of America Corporation Empire State Realty Trust Bank of New York Mellon Entergy Corporation Equinix, Inc. Best Buy Co., Inc. Exelon Corporation Blackbaud, Inc. BlackRock FedEx Corporation Bloomberg L.P. Boehringer Ingelheim Fidelity Investments Boston Consulting Group Boston Scientific Corporation FM Global Bristol Myers Squibb Company Campbell Soup Company GE HealthCare General Motors Genworth Financial, Inc. Centene Corporation Charles River Laboratories Google Inc. Chevron Corporation Greif, Inc. Guardian Life Insurance Company Chubb Limited of America Cisco Systems Inc. Haleon HARMAN International Industries CITGO Petroleum Corporation Citigroup, Inc Citizens Bank HCA Healthcare, Inc. Colgate-Palmolive Company Heidrick & Struggles International, Collette Comcast NBCUniversal **HSBC Bank USA** 

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## Feeling inspired? Call now to discuss your purpose journey.

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