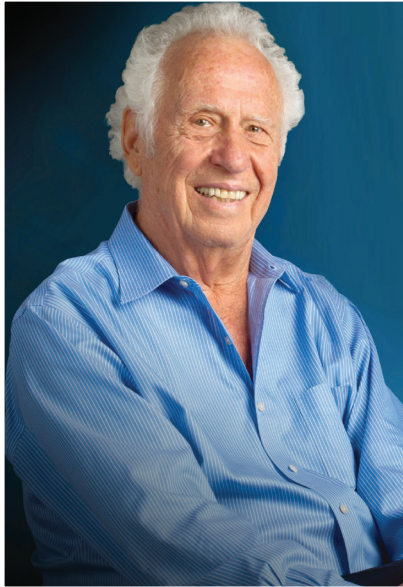




COMMUNITY REPORT



Under the direction of President and CEO Jake Jobs, American Furniture Warehouse (AFW) has been actively involved with our community for more than 40 years. We're proud to support a variety of causes in Colorado, Arizona, and beyond, including education, youth, family, people in need, our environment, veterans, and agriculture. We give to hundreds of different non-profits, service organizations, K-12 schools, technical schools, and colleges on a regular basis.

JAKE JABS
COLLEGE OF BUSINESS & ENTREPRENEURSHIP



Education has always been important to Jake. AFW is committed to education, supporting schools over the years by donating furniture for special areas in schools, donating money for projects, and donating gift cards for use in silent auction fundraisers and special projects.





Student Tours

AFW offers tours of our corporate location to thousands of high school and college students each year to teach them how a business like AFW operates. Students see the entire business in a tour that is tailored to the interests of that particular group. Jake shares the history of AFW before guiding the students through the warehouse, wood shop, truck shop, sign shop, photography studio, media production studio, and marketing department, demonstrating how we do everything in-house to reduce our costs. He also discusses the process of buying furniture from manufacturers, bringing the furniture into the warehouse, and delivering it both locally and across the country.



dedicated to inspiring and preparing young people to succeed in a global economy

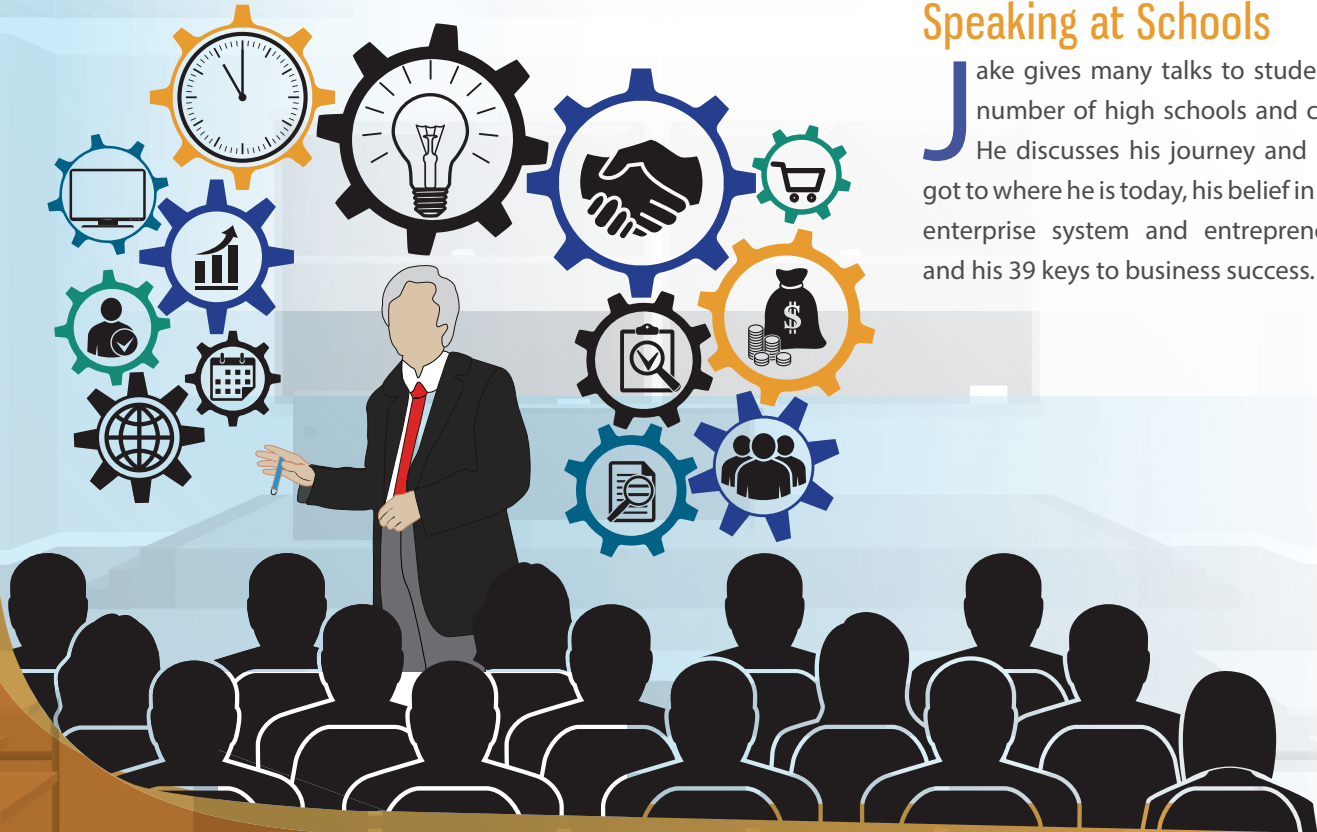
Junior Achievement Finance Park

JA Finance Park helps students build a foundation for making intelligent personal financial decisions through a simulation in which they make adult financial decisions for a day. Since 2013, AFW has housed JA Finance Park in our Thornton, Colorado location to give the program a permanent home that offers ample parking and an easily accessible location. More than 8,000 students participate in the program each year.



Speaking at Schools

Jack gives many talks to students at a number of high schools and colleges. He discusses his journey and how he got to where he is today, his belief in the free enterprise system and entrepreneurship, and his 39 keys to business success.



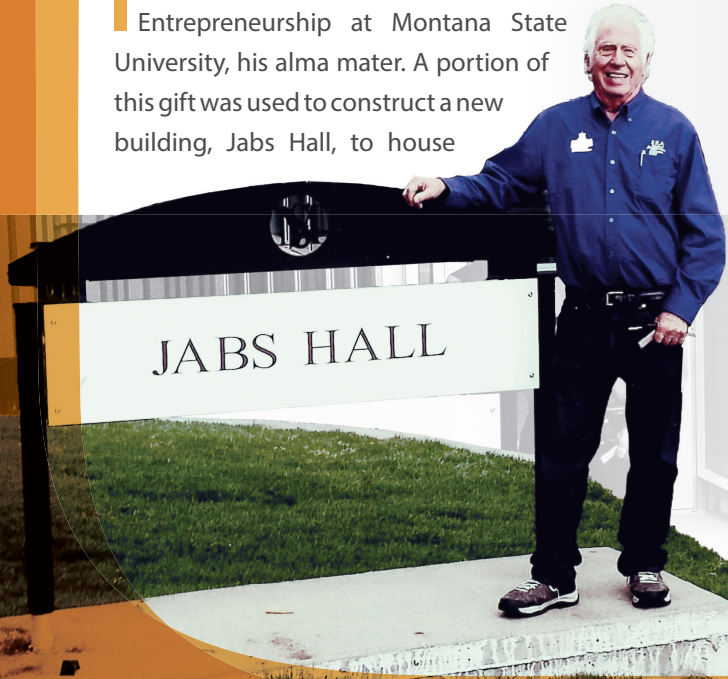
BETTER Your Home, BETTER Your School

BETTER Your Home, BETTER Your School is an AFW-exclusive initiative that gives money back to schools all year round. When a participating school community shops at AFW, the company donates a percentage of the subtotal back to that school. In the first year of the program, AFW gave donations to 138 schools across Colorado and Arizona. AFW will continue to make annual donations to participating schools. Which school do you support?



Montana State University

In the fall of 2011, Jake pledged \$25 million to the Jake Jobs College of Business and Entrepreneurship at Montana State University, his alma mater. A portion of this gift was used to construct a new building, Jabs Hall, to house



the college and further its mission of inspiring creativity, innovation, and growth. Since its grand opening on May 7th, 2015, Jabs Hall has provided business students with a dedicated space to learn and interact with outside business owners. Jabs Hall also gives business students a foundation for the future, inspiring creativity and interdisciplinary study by making business courses more accessible to students from other colleges on campus. Business students work with engineers, artists,

and scientists to broaden their horizons and accustom them to working across disciplines. New courses are created with this interdisciplinary focus, exemplified by a design course taught by business, engineering, and graphics design faculty.

Jake was instrumental in the design of Jabs Hall, which was made to foster learning and collaboration with inspiring views from its large windows, intimate seating areas where students can work together or alone, and a unique “collaboration lab” dedicated to interdisciplinary projects.

JABS HALL

A modern building with a blue corrugated metal facade and large glass windows. The building is situated on a green lawn with outdoor seating and planters. The sky is clear and blue.

University of Colorado Denver Business School

In 2013, Jake gifted The Jake Jobs Center for Entrepreneurship (JJCE) at the University of Colorado Denver Business School with \$10 million to help the school expand its entrepreneurship education and research. The JJCE is focused on cross-disciplinary, entrepreneurial concept development as well as graduate and undergraduate entrepreneurial training. It is one of the largest entrepreneurship

centers in the United States in terms of graduate entrepreneurship course offerings, and the largest University-related entrepreneurship center in Colorado. It offers graduate and undergraduate-level courses taught by experienced Business School faculty and local business professionals to both degree and non-degree seeking students. Students can partner with the business community through academics, mentoring, and programs designed to foster innovation and entrepreneurial development, like the annual THE CLIMB | Jake Jobs Center Business Plan Competition. Thanks to Jake's gift, the JJCE has expanded the competition to include universities throughout Colorado and the West.





Jake Jabs Center
for Entrepreneurship

BUSINESS SCHOOL
UNIVERSITY OF COLORADO **DENVER**



VISA VISA INC 75.21 0.153
verizon VERIZON COMMUNICATIONS INC 46.36 0.27
Walgreens

UNION PACIFIC CORP UPS 102.14 0.29
usbank US BANK CORP 40.10 0.10
United Tech


Toys for Tots

Each year AFW stores collect hundreds of toys for the U. S. Marine Corps Reserve Toys for Tots Program. These new, unwrapped toys are distributed as Christmas gifts to less fortunate children in the community.



Project ReCycle

Project ReCycle collects used bikes, fixes them, and then distributes them to children in need. AFW has worked to transport bikes during Project ReCycle's bike drives, hauling hundreds of bikes from donation locations to the Project ReCycle shop.



AFW has worked to transport hundreds of bikes during Project ReCycle's bike drives



EPIC Colorado Business Reads

The Executives Partnering to Invest in Children (EPIC) Colorado Business Reads book drive is an event that seeks to create public awareness of and support for school-age children reading with an adult during the summer. It distributes gently used children's books to schools, libraries, doctors' offices, and childcare centers across Colorado. AFW has collected both donated books and money for the purchase of books at its various locations. In 2017, we provided warehouse space for the more than 150,000 donated books.





Family

A FW sponsors many family-friendly events to allow either free or reduced-price community admittance:

- 9NEWS Parade of Lights
- Arizona State Fair
- Colorado's State Fair
- Denver Parade of Homes
- Grand Prix of Scottsdale
- Many other holiday, county and city events and festivals



Colorado Easterseals

Colorado Easterseals helps disabled people and their families with a wide range of services across the United States, and Jake has given to Colorado Easterseals for more than 35 years. AFW has contributed to Colorado Easterseals Rocky Mountain Village Camp by

donating furniture and beds over the years, including furnishing the large dining room known as Jake's Place. Every year, Jake spends an evening playing his guitar and singing camp songs with the kids.

AFW contributed to the new InterGenerational Center project by supplying all the office and conference rooms with desks, chairs, file cabinets, and storage units from the AFW Commercial Concepts division. AFW also provides monthly financial support for the warm water therapy pool at the Lakewood, Colorado facility.



In 2015, AFW worked with AFW vendors and community partners to raise money for Easterseals Colorado, giving nearly \$649,000 in Jake's name.

In the summer of 2017, more than 50 AFW employees donated time to Easterseals Colorado at the Rocky Mountain Village Camp, clearing and burning brush, sealing and painting cabins, and clearing out weeds from the camp grounds.



Food Drives and Other Initiatives

A FW participates in many food drives, clothes drives, and toy drives across Colorado and Arizona.



Natural Disaster Relief

Over the years, AFW has come to the aid of communities affected by natural disasters ranging from tornados to hurricanes. AFW works with our local Red Cross and Phoenix media partners to provide financial support in the wake of these disasters. In 2011, AFW hauled donated goods collected in Colorado to Joplin, Missouri after a devastating tornado hit the city. In

2017, AFW worked with a variety of organizations to help the Houston, Texas area in the wake of Hurricane Harvey. AFW partnered with Denver and Phoenix media partners to provide monetary relief; ThornCreek Church of Thornton, to haul two semi-trailers of donated essentials; a Colorado Springs, Colorado-based feed and grain supplier to transport donated pet supplies; and a major mattress supplier to haul a semi-trailer of donated, brand-new mattresses and box springs to the area.



Project C.U.R.E.

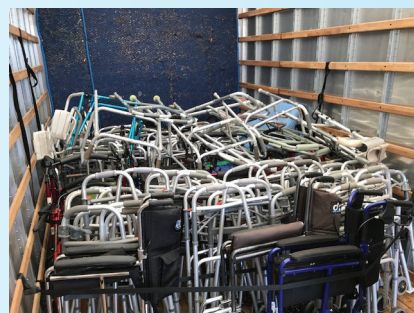
Project C.U.R.E. is the world's largest distributor of donated medical supplies to resource-limited communities around the world. In 2005, AFW matched, dollar for dollar, up to \$1 million to help build Project C.U.R.E.'s first warehouse and international headquarters in Centennial, Colorado—Jake's Warehouse of the World. Today, AFW continues to support Project C.U.R.E. in a variety of ways, using our trucks to haul donated medical equipment to

Project C.U.R.E. facilities when called upon and sending AFW employees to volunteer at Project C.U.R.E. to help sort donated medical supplies. Teams from our Arizona stores have also repaired large pieces of equipment and volunteered to train Project C.U.R.E. staff and volunteers in warehouse safety and forklift operation.



Good Year White Tanks Rotary Club's Crutches 4 Africa Drive

Crutches 4 Africa collects lightly-used mobility devices, including crutches, canes, walkers, and wheelchairs, then distributes them to polio survivors in Africa. AFW picks up the donated mobility devices in our trucks, boxes them, and stores them in one of our warehouses until they are ready to be shipped to countries across Africa.



Global Hope Network International

Global Hope Network International is committed to “bringing help and hope to the hidden and the hurting.” They work with communities in Africa, Asia, and the Middle East to help them lift themselves out of poverty by resolving needs surrounding water, food, wellness, education, and income. AFW adopted the village of Gem in central Kenya in 2016, committing \$15,000 annually to support the village until it is self-sustaining.



Recycling

AFW hauls waste generated from furniture packaging—including cardboard, plastic, and Styrofoam—to a recycling facility. In 2017, AFW recycled more than 6 million pounds of cardboard, nearly 600,000 pounds of plastic, and nearly 200,000 pounds of Styrofoam. This saved nearly 60,000 trees, more than 16.6 million kilowatts of energy, more than 10,000 metric tons of carbon dioxide, nearly 22,000 barrels of oil, and more than 24.5 million gallons of water.





Efficient Trucks

Thanks to our commitment to cut down on our emissions and our fuel use, AFW has been a U.S. Environmental Protection Agency (EPA) SmartWay® Transport Partner since 2011. All of our delivery trucks are equipped with air pollutant-reduction devices that help reduce

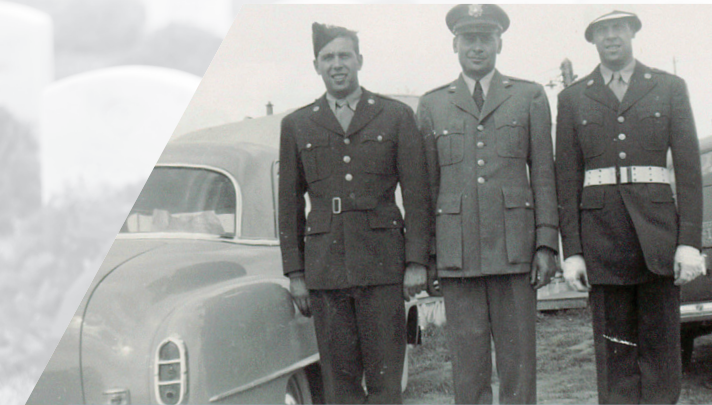
fuel inefficiencies by 3,000 gallons per week, and our Kenworth tractors feature diesel-powered night systems to heat and cool the sleeper compartment without idling the engine, which eliminates 55,000 pounds of carbon dioxide emissions. We also maximize the fuel efficiency of our fleet by using low rolling resistance (LRR) tires and improving the aerodynamics of our trailers through the use of air skirts.



Veterans

Jake and his family have a strong military background, with Jake and two of his brothers having served in the U.S. Air Force and another brother having served in the U.S. Army. AFW has donated furniture to a number of veteran homes and provided sponsorships

for a variety of veteran parades and events. We also collaborate with a local media partner to help place wreaths on the graves of veterans for Veterans Day, placing hundreds of wreaths in 2017. Patriotism is evident at AFW with our red, white and blue!

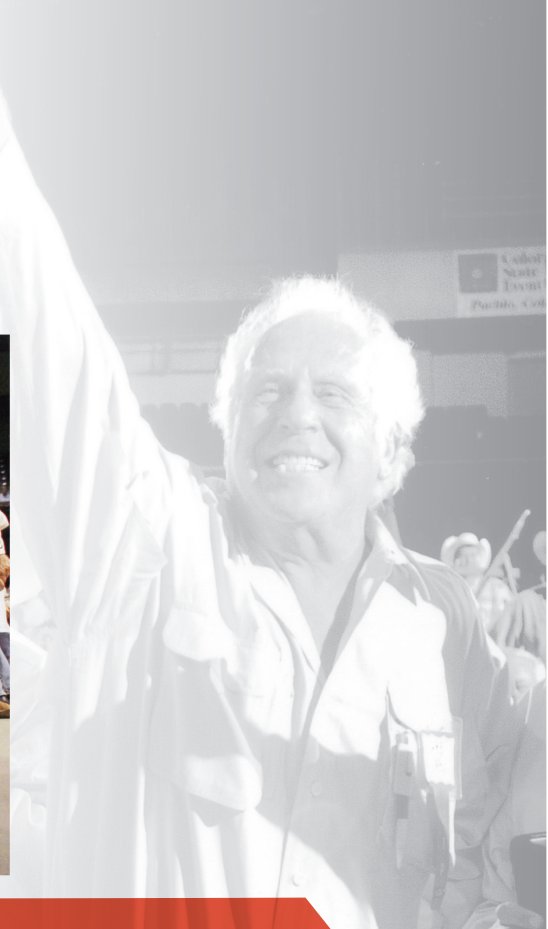


Jake and his brothers



Colorado State Fair Junior Livestock Auction

Each year, Jake participates in the Junior Livestock Auction at the Colorado State Fair with the Denver Rustlers, a group of Colorado businesspeople and elected officials who work to support young Colorado farmers and ranchers by purchasing livestock. In 2017, 133 young farmers and ranchers earned more than \$500,000 at the auction.



National Western Stock Show (NWSS)

A FW has been involved with the NWSS in some capacity since 1975. We are a main sponsor of the event and provide furniture for the VIP sponsor lounge as well as TVs for the NWSS Animal Nursery. During the stock show, Jake judges the guitar accompanist division at the Colorado Fiddle Championships and plays guitar with the Old Time Fiddlers Association.

NATIONAL
WESTERN 
Stock Show





ENGLEWOOD (303) 799-9044 **COLORADO SPRINGS** (719) 633-4220
AURORA (303) 368-8555 **FIRESTONE** (303) 684-2400 **WESTMINSTER** (303) 422-3385
FORT COLLINS (970) 221-1981 **THORNTON** (303) 289-3311 **PUEBLO** (719) 542-5169
S. UNIVERSITY (303) 795-0928 **GRAND JUNCTION** (970) 208-1920 **S.W. LAKEWOOD** (303) 933-3975
GLENWOOD SPRINGS (970) 928-9422 **GILBERT, AZ** (480) 500-4121 **GLENDALE, AZ** (602) 422-8800

AFW.com

