

Section II

Executive Summary



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Save Philly Atlantic City II LLC a wholly-owned subsidiary of Save Philly Stores II LLC is pleased to submit a response to the Request for Proposals for the Development and Operation of a Retail Grocery Store (the “RFP”) issued by the Casino Reinvestment Development Authority (“CRDA”) on February 1, 2023.

Shawn and Susan Rinnier, through their affiliated group of companies operating as “Save Philly Stores”, currently own and operate eighteen licensed Save a Lot grocery stores and two Great Valu grocery stores in New Jersey, Delaware and Pennsylvania. Headquartered just outside of Philadelphia, Save Philly Stores employs over 500 people and serves approximately 80,000 customers every week, bringing healthy and fresh foods, as well as the added value of convenience and service, to urban and underserved communities. Save Philly Stores had \$140 million in retail sales in 2022.

Moran Foods, Inc. (d/b/a Save A Lot) is one of the largest discount grocery wholesalers and licensors in the US, with approximately 900 stores operated by independent licensees in 32 states. Save A Lot remains true to its mission of being a hometown grocer, providing unmatched quality and value to local families. Customers enjoy significant savings compared to traditional grocery stores on great tasting, high-quality private label brands, national brand products, USDA-inspected meat, farm-fresh fruits and vegetables, and other non-food items. Today a total of 230 Save A lot stores operate in what would otherwise be classified as a “Food Desert” by the U.S. Department of Agriculture. This includes both urban neighborhoods and rural towns without ready access to fresh, healthy, affordable food.

Save Philly Stores was founded by Shawn Rinnier and Susan Rinnier in 2010. Shawn Rinnier is a second-generation supermarket operator with over twenty-five years of experience. Shawn is the President and CEO of Save Philly Stores and Susan is the Chief Financial Officer with over 18 years of finance experience in the supermarket industry.

Save Philly Atlantic City II LLC is well positioned to be the successful developer and operator of the proposed grocery store at the Northwest corner of Baltic and Indiana Avenue, the entirety of Block 396 in Atlantic City, New Jersey. Its experience developing and operating grocery stores in underserved and urban communities, including Atlantic City, makes it uniquely qualified to become the successful respondent.

Shawn Rinnier’s commitment to Atlantic City dates back to 1995 where at age 17 he was a team member at his father’s IGA store formerly located on Absecon Boulevard. When Moran Foods transitioned to a wholesaler and licensor in 2020, the Rinniers again embraced the opportunity to serve Atlantic City ensuring its residents would not lose access to their only grocery store. Since acquiring the Atlantic City store in 2021, Save Philly has invested in remodeling improvements and expanded its product offering to include new international offerings tailored to reflect the community it serves, more fresh produce, a larger selection of national brands at affordable prices and fresh cut meat prepared daily by experienced in-store butchers. The development and operation of a new Save A Lot store at the Baltic Avenue location will give Save Philly the opportunity to reach even more residents in a state of the art grocery store well positioned to serve Atlantic City for decades to come.



Save Philly Stores' demonstrated experience operating in urban communities is also evidenced by its recent conversion of a vacant former Price Rite (Wakefern) store in Camden, New Jersey into a Save A Lot. Save Philly Stores is recognized by Save A Lot as a leader in the hybrid grocery model, combining a discount operation with offerings found in conventional grocery stores. The revitalization of Camden Save A Lot represents the discount model of the future- discount prices to meet the everyday needs of shoppers, together with national brands, fresh produce, and high quality fresh meats cut by in-store butchers.

Save Philly Stores is an independent licensee of the Save A Lot brand. This means Save Philly enjoys the resources, products, buying power and efficiencies offered by Save A Lot while retaining the ability to tailor each store to the local community. Save A Lot has 13 distribution centers and serves approximately 900 stores in 32 states. Save Philly also benefits from Save A Lot's commitment to the environment and sustainability. This includes initiatives to improve fleet fuel management, lower refrigerant emissions and waste diversion.

The proposed project would consist of a 24,500 square foot Save A Lot together with approximately 200 parking spaces operating 24 hours a day. The site plan is designed to allow for the development of two (2) retail outparcels of approximately 4,500 and 3,000 square feet to complement the grocery store, but this proposal includes only the development and operation of the grocery store.

Save Philly Stores is also well positioned to design, develop and construct the new store on Baltic Avenue, assembling a team of experts in retail development, brownfields sites, and construction. Joan Hooke, Save Philly's Chief Legal and Real Estate Officer, has over 30 years of institutional experience which includes roles as the Head of US Real Estate for one of the world's largest home furnishing retailers, a business unit leader for one of the largest real estate developers in the US, and general counsel for an owner of 1.5 million square feet of neighborhood shopping centers in Southeastern Pennsylvania. Development and construction implementation and oversight will be led by R&R Development, an experienced developer of commercial projects in the region. Their experience includes over 15 years of mixed use and retail project development.

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Save Philly Stores is committed to investing and revitalizing the communities it serves, highlighted by its experience redeveloping, relocating and operating the Camden store, and its remodel of 20 stores across the tri-state area last year to create an upgraded and modernized shopping experience, new international food options, and expanded non-foods selections. Save Philly Stores is committed to delivering outstanding operations and providing unmatched value and quality that will benefit the Atlantic City community for years to come.

Save Philly Stores also has a long history of community engagement at the local level. This includes donating to causes that will benefit children and families, such as church groups, youth programs, public and private schools, military veterans, and community organizations. As one of the largest licenses of Save A Lot stores, we also contribute to the community programs sponsored by Save A



Lot. In 2022, Save A Lot donated more than 1.2 million pounds of food to Feeding America affiliated food banks. In addition, Save A Lot partners with food banks to make sure as much product as possible makes it to families and does not go to waste. Save A Lot distribution centers partner with local organizations to “rescue” items approaching their “best by date” and get these items in the hands of those in need.

