



Georgia vendors show in Vegas - Page 8-9

GEORGIA Amusement JOURNAL

Dedicated to serving the Georgia COAM industry
Endorsed by the Georgia Amusement and Music Operators Association
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Lawmakers pass COAM bill

Legislation awaits governor's action

By Paul Tash

Georgia Amusement Journal

The COAM industry at press time anxiously awaited Gov. Brian Kemp's signature on legislation to allow gift cards as a form of noncash re-

demption and provide other enhancements to existing COAM laws.

The Georgia General Assembly passed House Bill 353, sponsored by Rep. Alan Powell, R-Hartwell, in the last week of the session, which ended March 28. Despite an inaccurate attack by some senators, the Senate on March 26 passed the bill 29-24. The House later that day easily passed the legislation 148-18. The governor has 40 days to sign the bill into law, veto it,

or not sign the bill, which would allow it to become law.

"On behalf of GAMOA and our members we would like to thank Chairman Alan Powell and Chairman Clint Dixon (R-Gwinnett) for their dedication to the state of Georgia and the amazing work they did while being champions of the COAM industry," said Shawn Fellows,

See LEGISLATION Page 6

Light & Wonder hits market, classes set

By Paul Tash, Georgia Amusement Journal

Light & Wonder and its popular casino-game suite officially launched this month in the Georgia COAM market, and Betson Gaming, its Georgia distributor, has scheduled training sessions on the new machines April 30 and May 1.



"Light & Wonder's Georgia COAM market arrival is a significant milestone as we bring a collection of player-favorite games, such as Gold Fish Feeding Time Treasure®, Zeus®, Bier Haus® and The Green Machine®, to the skill games segment for the first time," said Niaz Nejad, managing director, Americas - Gaming at Light & Wonder. "This is Light & Wonder's third market entry alongside Betson, and we look forward to continued momentum within this space."

Betson, too, is thrilled with the partnership.

"With GLI approval, the Betson team is excited as we start

See LIGHT Page 3



Paul Tash photo

BETSON GAMING'S Rick Kirby shows a Light & Wonder machine during a December event at its Georgia headquarters in Marietta to introduce the games to the Georgia market.



Auction nets bidder \$2.6 million license

By Paul Tash

Georgia Amusement Journal

In a matter of minutes, a Class B master license went for \$2.6 million in an auction at the Georgia Lottery Corp. headquarters in Atlanta April 10 with proceeds going to the HOPE Scholarship and Pre-K educational programs.

Three prequalified bidders partic-

ipated in the auction, and Navinchandra Patel made the winning bid, which the GLC will still need to verify. The auctioned license has no COAMs, locations, or equipment associated with it. Pending verification, Patel will need to apply for a 2025



master license after May 1.

Gretchen Corbin, GLC president and CEO, welcomed the bidders and a small crowd of interested observers before the auction.

"Thank you very much for being here," she said. "We are so appreciative of the COAM industry. We enjoy

See AUCTION Page 3



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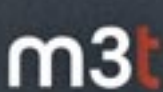


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Paul Tash photo

GEORGIA LOTTERY Corp. President and CEO Gretchen Corbin welcomes bidders and observers to an auction for a master license at the GLC offices in Atlanta April 10. At right is Chris Boncek, the COAM Division's senior operations specialist.

Auction

from Page 1

our partnership with the COAM industry.”

John Heinen, COAM senior vice president, also addressed the bidders just prior to the auction, reminding the bidders that successful COAM licensees are ones who “educate themselves.” He encouraged the winning bidder to ask questions of the COAM Division regarding COAM operations.

“We want to partner with you,” he said. “We want you to thrive. We want you to succeed.”

Legislation in 2015 required the GLC to conduct periodic auctions, at least once every three years, for the Class B master licenses. The April auction was the fourth – the first was held in May 2017, the second in May 2018, and the third in April 2021. The winning bid in the 2018 auction was \$900,000, while two bidders paid about \$3 million each for a license in 2021.

Light

from Page 1

the roll out of Light and Wonder equipment in Georgia,” said Rick Kirby, executive vice president of Betson Gaming. “We want to thank all the terminal operators who worked with us to make sure our equipment is compatible with the backend systems that are currently being used. Stocked and ready to go with equipment, parts, service, and available financing, Betson Southeast looks forward to working with all the licensed operators in Georgia.”

Betson’s training sessions on Light & Wonder will be held at the Home2 Suites by Hilton, 2168 Kingston Court SE, in Marietta. One session will be held each day on Tuesday, April 30, and Wednesday, May 1, from 10 a.m. to 3:30 p.m. Each session will be limited to the first 20 to RSVP, and participants can only choose one of the two. Lunch will be provided.

For more information, call (770) 800-0550.

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Journal Opinion

Register now for GACS Show May 16

**By Sharon Shuford
GACS Membership**

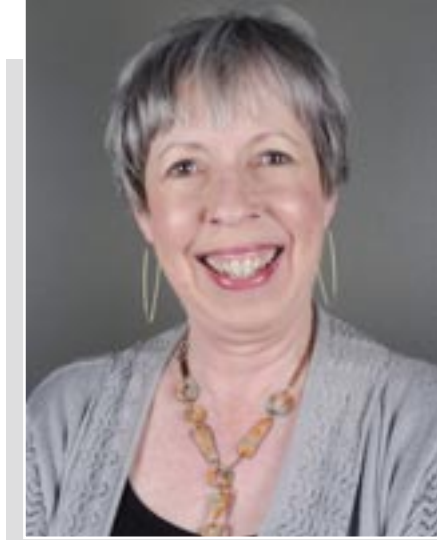
Retailers, petroleum marketers, c-store owners, operators, supervisors and managers are invited to attend The Show, sponsored by the Georgia Association of Convenience Stores (GACS), which has represented this state's convenience industry and supplier partners since 1973.

The Show returns to The Centreplex in Macon, GA, May 16 for its 22nd year.

The Show puts myriad ways c-stores can improve their businesses – from food service to fuel, novelties to snacks, COAM games to lottery ticket sales, and everything in between – under one roof for one day in May. The Show provides an opportunity for convenience industry suppliers to showcase their products and services to their retail markets.

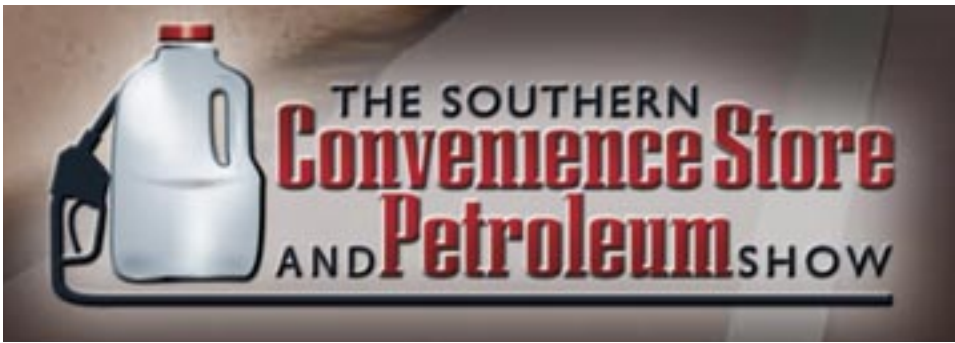
There's always something new, too. This year GACS is offering three distinct opportunities to learn and improve operational performance.

First, with its new partner Employee Performance Strategies, GACS is offering specialized training for district managers – a DM Boot Camp, the only program of its kind in



Sharon Shuford

This year GACS is offering three distinct opportunities to learn and improve operational performance.



the convenience industry. DMs will learn how to become highly effective coaches in the development of their store managers, which can result in greater store profitability and efficiency. The DM Boot Camp will take place on the day prior to The Show.

This full-day workshop, led by industry HR expert Terry McKenna, will teach DMs how to optimize their time, manage

the hard conversations, implement coaching strategies, and reinforce desired behavior; take-aways include coaching tools and a DM Action and Accountability Plan for each attendee. At the conclusion of the Boot Camp, DMs in attendance will enjoy a special preview of The Show by visiting the trade show floor.

The price for GACS mem-

bers is substantially discounted at more than 30 percent below market. The Boot Camp is limited to the first 100 district managers who register.

Second, a special one-time, half-day Boot Camp designed especially for store managers is scheduled for the morning of The Show. Store managers can learn how to be more effective managers and boost employee performance in a one-time half day Bootcamp format on Thursday morning,



McKENNA

May 16, leaving time to visit The Show that afternoon. They will learn how to improve employee retention, handle hard conversations and better manage their time, as well as techniques for coaching versus bossing.

Registration for both Boot Camps is available on the GACS website, www.gacs.com/events. Click on the Retailer button for The Show.

Third, GACS is offering a FREE seminar for all retail at-

See SHOW Page 5

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COAM calendar

— REPORTING DATES —

April 20: Each monthly report should be submitted by Location License Holders in electronic format via the www.gacoam.com website as required by the GLC by the 20th of each following month.

— MEETINGS/OTHER —

April 16: COAM Advisory Board, Lottery headquarters, Atlanta

May 15: Southern Convenience and Petroleum Show, Macon Centreplex, Macon

Aug. 21-22: Southern Amusement & Entertainment Expo, Gas South Convention Center, Duluth

Write us

The Georgia Amusement Journal welcomes letters to the editor. Letters must include the writer's name and address. The word limit is 300. Mail to Georgia Amusement Journal, P.O. Box 4307, Butte MT 59702, or you can email us at paul@tashcommunications.com. The Journal reserves the right not to print letters it finds objectionable.

Journal Opinion

AMOA installs new leadership at Expo

By Lori Schneider
AMOA Executive VP

At the conclusion of the Amusement Expo International and its annual meeting last month, AMOA installed new leadership. The principal officer team includes Bob Burnham, Jr. (WY), president; Brian Brotsch (NY), first vice president; Tommy Hendley (NC), treasurer; and Scott John (MD), secretary. Each principal officer will serve a one-year term.

Also installed for a three-year term were the 2027 class of vice presidents, which include Bret Clostermery (WI), Michael Martinez (CA), and Nick Sunday (CO).

AMOA membership also elected the director class of 2027 at its annual meeting. Di-



Lori Schneider

AMOA also elected its director class of 2027 at its annual meeting.



rectors include Timothy Acord (MI), Brian Baumann (MN), Ryan Brooks (OK), Mark Cumming (TX), Mike Gelatka (IN), Tara Scudder (IA), Philip Webb (IL) and Marcus Zappa (OH).

Save the dates!

AMOA On Campus – May 4-6, University of Notre Dame.

AMOA On the Road continuing education – Oct. 24-25, Westin Chicago Northwest in Itasca, IL.

Amusement Expo International – March 17-20, 2025, Westgate Las Vegas and Las Vegas Convention Center.

Be sure to engage with AMOA at www.amoa.com for details on these and many other AMOA programs.

THE AMOA installed its new leadership team at the Amusement Expo International and its annual meeting last month. They are, left to right, Bob Burnham, Jr. (WY), president; Brian Brotsch (NY), first vice president; Tommy Hendley (NC), treasurer; and Scott John (MD), secretary. Each principal officer will serve a one-year term.



Photo courtesy of AMOA

Show

from Page 4

tendees the morning of May 16 before The Show opens. Jessica Lamb, with Atlanta Redemption Ink, will be present to share her experiences first as a trafficking victim and now as a nationally recognized survivor leader who has built a national network of specialists aiding survivors of exploitation.

Show exhibitors will have the opportunity to showcase their products and services to



key decision-makers from across Georgia. These convenience store owners, operators and buyers are shopping for new ways to improve their businesses.

Be a part of The Show

Suppliers, please visit www.gacs.com/events for booth contract information, to reserve

a booth, or to learn more about sponsorships at The Show.

Show attendance is free for retailers, including the seminar. Pre-registration is strongly encouraged at www.gacs.com, to avoid long check in lines. Admission is by badge only. Attendees must pre-register or register on site and pick up badges by 2 p.m. on May 16.

Show schedule

Wednesday, May 15

8 a.m.- 5 p.m. – Exhibitor setup

9 a.m. -5 pm – DM Boot Camp and Show preview

2-5 p.m. – Show registration open

4-6 p.m. – Cocktail reception

Thursday, May 16

8-9 a.m. – Speaker Jessica Lamb

8 a.m.-3 p.m. – Show registration open

9 a.m. -5 pm – SM Boot Camp

9 a.m.-4 p.m. – Trade show floor open

Legislation

from Page 1

president of the Georgia Amusement and Music Operators Association (GAMOA). “Through a collaborative effort the COAM industry was successful in passing the first extensive piece of legislation since HB 487 in 2013.”

Fellows said that while the bill brings needed regulatory changes, its primary focus was to “clarify the award of gift cards as a lawful form of redemption.” The bill also includes changes to reporting requirements, increases in the tax collected by the state from all Class B machines, and further defines allowable marketing elements to be provided by Master licensees.

“GAMOA and its Board of Directors provided meaningful oversight during the two-year process, ensuring a fair and balanced COAM bill. Retailers, masters, and the state would all benefit from the changes,” Fellows said.

In addition to the gift card, the legislation as passed provides over a dozen other enhancements. Those

include the creation of multi-year licenses that will eliminate the need for licensees to reapply every year. All Class B licensees – location and master – would have the option for either a one-year, two-year or three-year license, and they would pay proportionately what they pay now.

In addition to easing licensees’ effort and stress of applying for or renewing a license every year, the change would also ease the workload of regulators in the application process.

Another change in the legislation involves a tax increase of 3 percent to cover a \$42 million funding gap in the Pre-K education program. The 3 percent tax increase, split between master and location license holders, would push the state’s share of COAM revenue from 10 percent to 13 percent.

“It would probably ensure universal Pre-K (education) for every child ... in Georgia,” attorney Les Schneider said at the most recent GAMOA meeting.

Industry representatives have said the gift card would provide convenient and easy non-cash redemption and would stimulate fur-



GLC warns against illegal ‘discounting’ activity

The Georgia Lottery Corp. (GLC) reported recently that its COAM Division has seen a recent increase in complaints of Location License Holders (LLHs) around the state “discounting” or agreeing to redeem COAM prizes for COAM players for amounts less than the COAM prize is worth and keeping all or part of the value of the COAM prize for themselves. Some retailers reportedly do this by requesting or mandating the payment of tips or taxes by the players.

GLC said in a statement that it “expects LLHs to fully and legally honor all successful prize redemptions won by players.”

LLHs should refrain from imposing additional purchases, commissions, fees or requirements on COAM players as a condition of awarding merchandise, prizes, toys, gift certificates, novelties or lottery products as COAM prizes, the GLC said. Any complaints will be documented and investigated by a COAM inspector, and criminal or civil sanctions may apply, the GLC said.

ther growth by attracting new players, generating new locations, and marketing the COAM product more efficiently. That growth will in turn provide even larger industry contributions to the state’s HOPE and Pre-K education programs.

The legislation would allow redemption gift cards for winners that could be used anywhere to purchase products and services. In essence, a player would be able to redeem for any item that he or she could lawfully purchase. Under

current law, COAM winners can redeem their prizes only for merchandise sold in the store where the machine they played is located.

Gift cards would also eliminate the temptation for locations to pay out cash for prizes, which is illegal, Rep. Powell has said in committee hearings.

In its next issue, the Georgia Amusement Journal will provide a final update on 2024 legislation and, should it become law, detail all of HB 353’s benefits.

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Power of play and profit

Amusement Expo draws crowd, compliments

By Paul Tash

Georgia Amusement Expo

The Amusement Expo International 2024 wrapped up last month in Las Vegas after an exhilarating week that proved the growing interest in the power of play and profits.

“The resurgence of both exhibitors and attendees,” an AEI press release said, “continues to demonstrate that face-to-face conversations and meetings are vital to the game and out-of-home entertainment industry.”

Representatives from the Georgia COAM industry that exhibited at the show agreed with that assessment.

“The Amusement Expo provided the perfect stage to introduce our updated brand and debut our suite of gaming solutions – games, cabinets, iGaming and redemption kiosks – to industry leaders,” said Barry Rutherford, chief executive officer for Primero Games. “I was very pleased with the strong attendance, and the Primero booth was full of energy, attracting a steady stream of both current and potential customers from diverse markets.”

“I thought the show was great,” said Brooks



Lee, chief sales officer for Banilla Games.

“There was a lot of energy, and it may have been the best AMOA show we've ever had.”

Highlights of the Expo included a dynamic keynote presentation by Herm Edwards, former NFL coach and current TV football analyst. AEI also added value to attendees and exhibitors with partnerships that continue to strengthen opportunities for all in attendance, including the Billiard Congress of America Expo, the VR Arcade Game Summit, the Laser Tag Convention, and the National Bulk Vendors Association show.

AEI 2024 numbers

- Expanded 2024 trade show exhibit space by 20 percent
- 205 exhibitors, including 60 new compa-

nies on the trade show floor

- 4,679 attendees, more than the 2023 record-breaking event
- 24 educational sessions, including the VR Summit and Keynote Speaker, Herm Edwards
- 75+ leading industry speakers, panelists, and roundtable moderators
- 6 AMOA Innovator Awards and Operator’s Choice Awards
- 19 AAMA Awards were announced including Manufacturer, Distributor, Supplier and Allied Members of the Year, the AAMA Lifetime Achievement Award Winner and 14 AAMA Amusement Industry Hall of Fame inductees.
- 5 engaging networking events including the VR Reception, Industry Gala, and Beers & Cheers
- 5 co-locating events that included: BCA Expo, VR Arcade Game Summit, NBVA, Laser Tag Convention and Foundations University.
- \$30,000 generated by AEI’s Charity Fund 50/50 Raffle
- \$15,000 contributed to Ronald McDonald House Children’s Charities – Greater Las Vegas



Paul Tash photos

JENKA LAB, a gaming manufacturer in the Georgia market, exhibited at AEI last month in Las Vegas. Jenka personnel at their booth included, above left to right, Igor Bronnikov, project manager; Chief Executive Office Evgeny Bronnikov; and Victor Bronnikov, technician. Primero Games is a regular exhibitor at AEI. At right is owner Mike Macke (left) and Chief Executive Officer Barry Rutherford.





Paul Tash photos



SOUTHERN GAMING Solutions staff stopped by the M3T booth at AEI to support its partner, which makes its redemption kiosk. In top photo, left to right, are M3T Vice President Mike Carpenter, SGS Director of Operations Bobby Walker, SGS Sales Account Manager Amber Carter, M3T attorney Chris Titanic, SGS President Angela Whitman, M3T Chief Operating Officer Dylan Waddle and M3T Director of Sales Phil Bowden. Above left, Ivey Promotions founder Freddie Ivey visits with Al Johnson at the Ivey Promotions booth. Above right, GAMOA President Shawn Fellows, left, made the rounds on the AEI trade show floor and stopped at the Banilla Games booth to visit with Banilla Vice President Tim Smith.



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JAN-JUNE 2024

ACCOUNTING WEEK START	ACCOUNTING WEEK END	LOCATION SWEEP DATE	MASTER PUSH DATE
31-Dec-23	06-Jan-24	10-Jan-24	17-Jan-24*
07-Jan-24	13-Jan-24	17-Jan-24	23-Jan-24
14-Jan-24	20-Jan-24	24-Jan-24	30-Jan-24
21-Jan-24	27-Jan-24	31-Jan-24	06-Feb-24
28-Jan-24	03-Feb-24	07-Feb-24	13-Feb-24
04-Feb-24	10-Feb-24	14-Feb-24	21-Feb-24*
11-Feb-24	17-Feb-24	21-Feb-24	27-Feb-24
18-Feb-24	24-Feb-24	28-Feb-24	05-Mar-24
25-Feb-24	02-Mar-24	06-Mar-24	12-Mar-24
03-Mar-24	09-Mar-24	13-Mar-24	19-Mar-24
10-Mar-24	16-Mar-24	20-Mar-24	26-Mar-24
17-Mar-24	23-Mar-24	27-Mar-24	02-Apr-24
24-Mar-24	30-Mar-24	03-Apr-24	09-Apr-24
31-Mar-24	06-Apr-24	10-Apr-24	16-Apr-24
07-Apr-24	13-Apr-24	17-Apr-24	23-Apr-24
14-Apr-24	20-Apr-24	24-Apr-24	30-Apr-24
21-Apr-24	27-Apr-24	01-May-24	07-May-24
28-Apr-24	04-May-24	08-May-24	14-May-24
05-May-24	11-May-24	15-May-24	21-May-24
12-May-24	18-May-24	22-May-24	29-May-24*
19-May-24	25-May-24	29-May-24	04-Jun-24
26-May-24	01-Jun-24	05-Jun-24	11-Jun-24
02-Jun-24	08-Jun-24	12-Jun-24	18-Jun-24
09-Jun-24	15-Jun-24	20-Jun-24*	26-Jun-24*
16-Jun-24	22-Jun-24	26-Jun-24	02-Jul-24
23-Jun-24	29-Jun-24	03-Jul-24	09-Jul-24

*Indicates sweep or push date has been changed to accommodate holiday
Note: Holidays on a Thursday and Friday may delay the availability of the Location Period Accounting Report on the following Monday

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Retail Matters

Wawa c-store chain enters Georgia market

By Danielle Romano
Convenience Store News

Wawa Inc. is officially spreading its wings into southern and coastal Georgia.

The convenience store chain broke ground on its first two Peach State stores, located at U.S. 341 & Community Road in Brunswick and 356 West Orange St. in Jesup, on March 7.

"It's official – Wawa is coming to Georgia, and we couldn't be more thrilled to share details of our exciting growth plans with our newest soon-to-be neighbors!" said Robert Yeatts, senior director of store operations for Wawa. "Our two groundbreaking events

gave us the opportunity to meet new faces and share with our new markets a little bit about our history and what makes Wawa such an ideal fit for communities here. We are thrilled to break ground on our first stores and get closer to our first grand openings in 2024."

At the groundbreaking events, Wawa welcomed VIP customers, local officials and community partners, who received a first look at the chain's initial plans for the market, including the opening of the

Brunswick and Jesup stores in late 2024. Wawa also announced groundbreaking events will take place May 1 for new stores located in Hinesville and Pooler, Ga.

The convenience retailer continues to build a pipeline of sites in southern and coastal Georgia and

currently has sites under contract in: Brunswick, Jesup, Hinesville, Pooler, Waycross, Bainbridge, Tifton, Valdosta and Albany. Over the next five to eight years, Wawa plans to build and open 26 stores in

southern and coastal Georgia, opening three to four stores per year.

To build each store, Wawa will invest approximately \$7 million and employ, on average, 140 contractors and local partners. Once open, each store will employ an average of 35 associates. Wawa expects to create

almost 1,000 long-term new jobs because of expansion in Georgia.

Additionally, at Community Partnership Day events, Wawa announced contributions to its first community partners: the Second Harvest of Coastal Georgia and the USO Georgia, with grant awards totaling more than \$10,000 to support local initiatives.

Over the course of the next year, its 60th in business, Wawa plans to open more than 70 new convenience stores. This includes expanding its footprint into Alabama, Georgia, and North Carolina for the first time.

Wawa first announced expansion plans into Georgia in 2022, as Convenience Store News previously reported.

Pennsylvania-based Wawa is a privately held, family-owned chain of more than 1,040 convenience stores currently operating in six states and Washington, D.C. The company has plans to double its footprint in the next decade.



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Retail Matters

Food service shines in SunStop refresh

By Amanda Koprowski
Convenience Store News

The Tallahassee, Fla.-based Monroe Street location of SunStop, the convenience store subsidiary of Southwest Georgia Oil Co. (SWGGA Oil), has gotten a facelift. However, it's not the first time the retailer has updated its look.

"[It was] originally a full-service gas station back in the 1960s. We did a raze and rebuild in 1987 to convert it to a small, center-island marketer convenience store, around 1,200 square feet," recalled Glennie Bench, president of Bainbridge, Ga.-based SWGA Oil.

Since its inception, SGWA Oil itself has operated at the intersection of c-store and fuel supplier. It started out purely in diesel, with its founder Jimmy Harrell using an old tanker to sell fuel to local farmers. As the company expanded, it began to set up brick-and-mortar gas pumps throughout the 1960s. By the 1970s, the company began to incorporate convenience stores into its gas stations, with a few even including a deli concept and some basic foodservice. By the early 2000s, SGWA Oil launched its current incarnation, creating the SunStop brand to unify its c-store locations.

The Monroe Street store has, to a certain extent, returned to its roots, once more offering both diesel and three grades of nonethanol gasoline, though Bench said it's really changes in the overall convenience store industry that prompted this latest round of updates.

"With the trends in convenience toward prepared food and broader merchandise offerings, we decided to raze and rebuild again," she said, noting that this latest update required the purchase of additional lots, expanding the site to about three acres.

The 5,300-square-foot store showcases SunStop's new-generation prototype design that is heavily food-focused and features in-store seating. This is the third ground-up location to sport this design.

Destination for food

As part of its all-in-one strategy – where customers can get fuel, packaged goods and fresh meals in one go – SunStop has worked to develop a greater focus on food.

As with chains like Pennsylvania-based Wawa Inc., which has developed a reputation for both made-to-order meals and branded ready-to-go offerings, SunStop is



File photo

THE SOUTHWEST GEORGIA OIL CO. has refreshed its SunStop c-store location on Monroe Street in Tallahassee, FL. With the success of the Monroe Street site joining the two previous prototype locations, one on the west side of Tallahassee and the other in Thomasville, Ga., the company plans to move forward with remodeling more existing stores and building new ones.

looking to establish its brand as a destination for food; a place customers specifically seek out for its offerings.

The Monroe Street remodel reflects this both in layout and available items. "We placed our cold and hot grab-and-go front and center, adjacent to our dispensed hot and cold beverages," Bench said.

The store also includes the proprietary Eats Southern Cookin' deli, which lives up to its name with a menu of fried chicken, biscuit sandwiches and traditional southern-style sides, alongside lighter fare such as three types of flatbread.

Additionally, SunStop is seeking to upgrade its customer experience by utilizing a range of high-end materials in its store environment. The sales area is framed by a variety of textures provided by shiplap, tile and paneled finishes, while the space is lightened by a combination of pendant and track lights. Even the bathrooms have gotten a bit of a glam makeover, refinished with tiled walls and quartz countertops.

"All the design elements are meant to convey our mission: 'Brighten Every Moment,'" said Bench. "The store has a very high, open ceiling with a clerestory roof. The graphics are bright and sunny, connecting our customer to our name everywhere they look."

More remodels to come

The overall customer reaction to the remodel has been "remarkable," making such a large undertaking worth it, according to Bench.

"With any raze and rebuild, you hope customers will come back to

you when you reopen – plus new customers – and that has been true here," she said. "We are fortunate to have [such a] response from our customers."

With the success of the Monroe Street site joining the two previous

prototype locations, one on the west side of Tallahassee and the other in Thomasville, Ga., the company plans to move forward with remodeling more existing stores and building new ones.

While not all of the rebuilt stores will include a full made-to-order deli, SunStop's food service focus will still be evident. Space for a greater selection of grab-and-go meals will be included, with stores preparing some of the food onsite.

In 2024, the company will have four stores under construction, as well as three major remodel projects. It's also focused on some smaller projects, such as finishing its fountain replacement program and completing its rollout of new gondola and checkout counter replacement.

"We are on track to open three to four new-to-market or raze-and-rebuild stores per year for the next four years," Beach said. "We have lots of opportunities within our existing footprint of Georgia, Florida and Alabama."

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