Welcome

The World’s Most Appetizing Convenience Retailer
My Story
The Wawa Story
Chapter 1:  
Wawa Through the Years

It all began more than 200 years ago.....
Wawa® 200 Years in American Business
Store #1 Opens in Folsom, PA
Wawa Opens first Delaware Store
First Super Gas Store
Millsboro, DE
Timeless Principles

- Focus on one customer/one store at a time
- Retail is detail
- Empowered people achieve extraordinary results
Staying True to our Core Ideology

- *Deeply Held Beliefs*
- Core Purpose
- Core Values
Deeply Held Beliefs

- Privately Held
- Shared Ownership
- Servant Leadership
Who Owns Wawa (as of 9/15/2011)

- George Wood Trust: 40%
- ESOP: 38.4%
- Other Shareholders: 9.8%
- George Wood Descendants: 11.6%
What Hasn’t Changed: Staying True to our Core Ideology

- Deeply Held Beliefs
- Core Purpose
- Core Values
Core Purpose

• Why we Exist
• To Simplify our Customers’ Daily Lives
Staying True to our Core Ideology

- Deeply Held Beliefs
- Core Purpose
- Core Values
Core Values
What We Stand For…

Value People
Delight Customers
Embrace Change

Do The Right Thing
Do Things Right
Passion For Winning
We are what you gotta have.... When you gotta hava Wawa!
Company Facts

- Employs 21,000 people
- Owns and Operates 621 stores – 6 states – Florida - new
  - 290 non-gas
  - 331 gas

![Map showing store locations in Pennsylvania, New Jersey, Delaware, and Virginia.](image)
Local Economic Impact
People Investment – per store

• Every new store creates 30 – 40 jobs

• Most Associates live in/near the communities in which they work.
  - Competitive pay
  - Bonus opportunities
  - Full benefits – all levels
  - Tuition reimbursement
  - 401(k)/ESOP

- General Manager
- Customer Service Mgr
- Fresh Food Mgr
- Asst. GM
- Customer Service Associates
Applications accepted through wawa.com

Built-to-Order®
Breakfast Burritos $2.99 each

Join the Family
Discover great careers at Wawa

Store Locator
Search for a Wawa near you

Gift Cards
Check your balance or order a card

Nutrition Facts
All the info you need is here
Basic Requirements

• High School Diploma
• Increased Availability to work different schedules
• Willingness to work in different stores
• Ability to lead others
• Willingness/ability to continually learn and grow.
Why a Career at Wawa??

• Top of industry pay and bonus structure
  – GM - $75,000 - $125,000
  – AGM – $36,000 - $50,000
  – FFM and IMM – $28,000 - $41,000
• Tuition Reimbursement
• 401k matches
• 20% of Wawa is Employee Owned
• Health, Dental , Eye Benefits
• Vacation and Personal time
• Potential Career Growth
Store Leadership Structure

- General Manager
  - General Manager In Training
  - Inventory Manager
  - Fresh Food Manager
  - Managers In Training
  - Shift Managers
  - Customer Service Associates

- Assistant General Manager
- Fuel Manager

- NJ Only

- Positions are mandatory to store structure
- Collapsible and expandable work force
Open Forum...