

	SALEMS MARKET	
Are you a Hill District Resident?	What did you like most about this proposal?	What did you like least about this proposal?
Yes	I love Salem's! A great local biz.	nothing
Yes	Everything! Community focused	Nothing! Love them and their standards.
Yes	Familiar business and roots in the city	Limited food selections
Yes	Diversity, ability to focus on community & senior support	N/A
Yes	Authenticity of presentation/community involvement	None
Yes	This group is already neighbors to the Hill District. The store they have now is well known and expanding into the Hill would be good for both sides. I liked he answered questions and they already have a sense of community.	Nothing
Yes	Very organized and professional and heart felt .	Lack information about community impact, initiatives, and outreach.
Yes	local business and real experience	Gender or lack of women
Yes	lively atmosphere, international food that's among the best in the city, outdoor dining, both grocery & grill, won't bring alcohol/tobacco to community, experienced owners	possible lack of organic produce options
Yes	All about what the people want/ community	How would they expand what they have to accommodate the spaces?
Yes	I like that they are community friendly, have an excellent track record which shows they can be successful -and are offering affordable cooked and fresh food much locally sourced.	no complaints here
Yes	Shopped other locations frequently, excellent	There are no cons to this store, all good
Yes	Very caring and very compassionate, I heard it in his presentation. He hit on a lot of key points that the hill district needs, such as diversity and the willingness to stock your products I mean the list goes on plus he's affiliated with Kiki Brown from Wamo.	For now I can't think of anything and I hope it stays that way it chosen.

Yes	Frequent shopper. Excellent, freshly butchered meats. Restaurant section with variety of delicious meals at affordable prices.	No cons
Yes	See comments earlier	NA
Yes	Everything. Well organized and thought out. Referenced the master plan. Already hiring residents. Interested in being a "neighbor".	Nothing really. I thought he was spot on.
Yes	Well established	Heavily Middle Eastern
Yes	He is experienced in Pgh	Bringing foreign cuisine to an African American public
No	Local, solid business with proven track record	Potential to compete with Strip District location
Yes	Local operations from sourcing food to the shelf, successfully operating an exciting business in Pittsburgh, diversity of the current staff, demonstrated commitment to community involvement. I believe the owner will be committed to making a success of the store and will meet the needs of the residents of the Hill and draw people from other parts of the city and the region.	I saw no weakness
Yes	They have a proven track record by virtue of being a fixture in the Strip District for decades.	Nothing
Yes	Salem's experience, reasonable pricing and commitment to community involvement (plus their food is great).	Their store may not offer some of the more upscale offerings that Family Tree had planned.
Yes	Familiarity with the community. Years of experience and a loyal following. A very diverse staff in the Strip. Opportunities for training and advancement. Very clean store. Promise to be a valuable community partner.	The operator did a very good job, with limited time, as unfortunately, he was last and the others were afforded more opportunity for detail. It might have been effective if he had an employee present in partnership. But in all, this one shined, and I think its appeal is more universal.
Yes	Local store owner with track record hiring local people.	No bakery right away.
Yes	Nothing	Nothing
Yes	They are already a successful international market that could benefit the Hill District community	N/A
Yes	I LOVE this one. I already go to Salem's in the strip, but it's crowded. This would be like that but better. Plus halal meat options would be great. I'd go here instead of giant eagle every time.	Nothing, very excited.

No	The sincerity and respect that the respondent displayed to the community	Although, I like Saleem's and think they have a good business that serves the Pittsburgh community, I don't feel this is the best location for his 2nd location.
Yes	That Salem's would be a boom for the hill and attract customers he already has to the hill	Nothing
Yes	Nothing	Nothing
No	I like the fact that they already have roots in Pittsburgh and their intention to relocate to the Hill from the Strip	I'm not sure how fleshed out the plan is when it comes to hiring local residents to work in the store. I imagine that they already have staff for their current business and not sure how those staff would feel about that priority.
Yes	Not sure	Not sure
Yes	I love their location in the Strip - would be great to have them here.	Nothing.
Yes	They would bring thousands of customers to this area; they're local and very experienced and successful to date	I can't think of any downsides
Yes	It was very clear and concise about the history, mission, operations, employment, and offerings. They demonstrated that they are a trusted food source with a long history in Pittsburgh and existing customer base with Hill District residents (many residents currently buy from here). Although, this is a middle eastern, family- owned business, it was clear that they employ/ engage black residents. Additionally, it was evident how their existing customer base could be beneficial to other Hill District businesses and overall business activity. This proposal demonstrated their ability to offer groceries, hot foods, jobs, foot traffic, and readiness to open.	None.

Yes	Local minority business that I have shop and ate in! #1 choice for the hill. Will provide healthy cooked food also.	Nothing
Yes	Great people to serve the community	Everything was great
Yes	The food	Everything was great
Yes	Excellent food, local, community investment	Nothing, I love Salem's
Yes	Nothing.	This proposal caters to a specific shopper and not the entire community. I am familiar with their store in the Strip and if they are proposing to model it after that, I am not interested.
Yes	Salam's is a Pittsburgh institution and has decade of experience. Seems like a solid business that attracts customers regardless of where they are. High likelihood of success.	I love their store but worried if they'll have plenty of fresh produce and other typical grocery store items?
No	The idea of providing farm-to-table product in both raw and cooked form as well as hiring 1st-3rd tier employees from the Hill District. Also, Salem's is already established and will bring new traffic to the Hill; many of whom, likely haven't targeted the Hill before (to spend money).	Nothing stands out.
Yes	Don't need another business that is not black in community	Not interested
Yes	N/A	N/A
Yes	Giving back to the community by offering vocational trainings. Salem's is a experienced and dedicated grocery & grill operations.	Will the prices meet the needs of the community?
Yes	Everything. The track record of being local and a proven, successful business model with an understanding of the need for cultural and community support	N/A
Yes	Not interested	Not interested
Yes	I like their location in the strip, would be closer.	Doesn't address all my cooking needs. Spices and international items not my thing.
Yes	Experience of store and presenter. Proven supply chain. Grill section.	Uncertain as to whether they will alter their cultural menu to meet the grocery needs of our residents.
Yes	Positive feedback from trusted community leaders.	This is a diverse community. We need services to cover all ethnic groups.
Yes	Bringing a variety of foods to the Hill	nothing
Yes	Great presentation	Foreign to the area
No	High quality food choices and professionalism.	N/A

No	The passionate speaker nothing more. The current store layout and placement of products was not attractive or good business.	The huge focus on middle eastern food, the fact that they don't plan to install a full amenities grocery store but rather a small operation with 15 staff members. This will not meet the needs of the Hill but yet introduce a new traffic flow that with only serve the existing customers with a more convenient place to shop at the expense of Hill District Residents.
No	Local ownership / would make Hill its new home	We already have one close by
No	Everything!	Nothing!
Yes	Someone local with experience in operating a grocery store.	None. Solid presentation
Yes	Salems was considered. it would be a great fit.	How would the grocery work? Would it still be a Grocer?
Yes	I've been going to Salem's for years and love them	Salem's should open today
Yes	nothing	Not sure if this is a good fit for the community
Yes	I like most that Salem's has the best track record, they're as close as there is to a sure bet. They're local and understand Pittsburgh. They'd be a huge draw to the Hill. And they're a great match for the Hill's cultural history and diversity.	There's nothing I dislike about their proposal!
Yes	The presenter has a proven track record and a connection with the Hill.	The presenter would need to significantly expanded its grocery selection and restaurant menu to cater to the community.
Yes	Halal! Br Abdullah already has a thriving & expanding customer base	that it was last
Yes	Comparable to Trader Joes	Unknown products, prepared food space, not local company
Yes	They answer well	Nothing
Yes	Culture	Need more options
Yes	The varity	none!
No	Great local connections.	The focus on Halal foods only means that some needs of the diverse Hill District residents may not be met.
Yes	Salem's is already a Pittsburgh staple, great food/market, very active in the community and very people focused, always busy so we know the foot traffic will come with it.	Would really love to see some proposed floor plans/renderings to get a visual on their plans.

Yes	Has track record -already established business and well known in the Pittsburgh area. Very busy, can attract a lot of foot traffic to help business at the Hill. Offers diverse selection of food (either grill or grocery store). Very friendly and welcoming business.	Need rendering of plans for the space. Will it be a one stop shop market (e.g., will it just be meats and produce or will it offer toiletries, etc. as well)?
Yes	Everything	No complaints
Yes	Good people they really take care of the community	Everything was good
Yes	Also good idea, great food, I appreciate him speaking about his diverse staff & serving the community during COVID but I feel the same #FUBU	Tried to sell us on " he has back friends" too much
Yes	Culinary & Butcher Training	N/A
Yes	Impressed but liked family and Pierre more	Just edged out by community ties in the hill already in my favorite 2 proposals
Yes	More in line with the type of a general purpose grocer that I prefer	N/A
Yes	Locally raised meats	Seems like this store would be pretty close to the original store.
Yes	Everything...Pittsburgh based now. Depth of food industry experience. Funds to move forward now.	Nothing
Yes	I always supported the idea of a second Salem's location. I love what they have to offer in terms of variety and fresh foods.	I would like to see more diversity in the second location and local products than what they have at the original location.
Yes	The job training integrated in the plan.	n/a
Yes	The Pittsburgh Connection	nothing
Yes	Familiar faces	No blatant investment/job security opportunities for Hill District residents
No	Variety	Nothing
No	Fresh foods and vegetables.	Nothing.
Yes	Taking interest in community	Current store doesn't offer lot of produce

Yes	They are already so successful and giving to the community. Their food is delicious, would draw people to the neighborhood, glad they won't sell alcohol or cigarettes, will do delivery, already a top notch pittsburgh grocer and market, good for the Hill's Muslim community.	There was nothing i didn't like.
Yes	nothing	his prices too high
Yes	i love the info that i was given in the meeting.	i dont like the red tape the city is giving him.
Yes	He is local and experienced	He will specialize in products that are kosher
Yes	Didn't see it	Didn't see it
Yes	n/a	n/a
Yes	Salem's hires mostly black employees, we've been shopping with them for 30 years. The product is Exceptional , and it's a family environment. They pour into the pittsburgh community every chance they get.	Abdullah did great, I didn't like how some of the panel members seemed to single them out with harsh questions. I recommend everyone goes and tries the Lamb cheeseburger or the Chicken cheeseburger FIRE!
Yes	It's a combination of both grocery store and a restaurant	Nothing.
Yes	successful local business	other store close by
Yes	Salem's love of community and reputation for serving the community with kindness	Would have loved more info and visuals and their ideas for the Hill District location!
Yes	Salem's is a well established, successful business. They also had well thought out, informative answers to each question.	n/a
Yes	yummy food	not really a grocery and too expensive
Yes	yes, its needed in the hill	n/a
Yes	Proven track record, good restaurant, use to be in Oakland.	There is already one in the strip
Yes	the butcher shop	He is not from the hill
Yes	Salem's has strong local ties and seemed to have a clear vision for this location	N/A
Yes	I was not interested,	I was not interested, didn't watch
Yes	Being in a black community	N/a
Yes	It appeared they are very community oriented., catering to the people's needs	What appears to be their food offerings is somewhat limited.
Yes	Professional presentation and the emphasis on representing and supporting the Hill District	That they only have one location at the moment
Yes	Experience in business and community employment	none
Yes	Energy was great; they have a known presence in the community overall and quality consistent experience to lean on	Not enough photos of the inside of the market & plans for the market

No	Has proven concept	Seems very opportunistic versus true community
Yes	I didn't	all of it
Yes	Meats and proposal	How to fit not offering other items pork lottery cigarettes etc
Yes	They are already an established grocer.	N/A
Yes	N/A	N/A
Yes	Nothing. Another selling us out proposal.	Please know the idea offends me, no good can come of it.
Yes	Has an established business in the strip with favorable opinions	Won't carry Pork,
Yes	Nothing	Nothing
Yes	Seemed to know and speak well of the Hill District. I thought the presentation was on par with my first choice. They are already established elsewhere in the city.	LoL where are my people going to get their pork products from? I guess the same place(s) they've been going too. I welcome more, international dishes and maybe more vegan options. There is still an issue of cultural sensitivities that concern me. Even as we do have a growing Muslim presence in the Hill.
Yes	Delish food	Their market doesn't speak to food choices
Yes	Known from other location	Not a coop
No	Not applicable	Not applicable
Yes	Great food. affordable.	nothing
Yes	They have a great place in the strip-district. They quietly do a lot of community out reach. they would work in the Hill. They don't look down on others and they have religious principles and they understand the need to serve the community. I like shopping there	They didn't have the proper time to make their case.
Yes	international foods	Nothing
Yes	There is a local connection due to their current location	No real community ownership
Yes	Not familiar	No Comment
Yes	They know their customer base, familiar	NA
Yes	Willing to work with your community	I did visit the store and I am not too happy with meat selection Not familiar with the products sold in their store
Yes	Great food.	Will be too expensive, and exclusively ethnic.
Yes	It's a reliable local institution	I've never shopped there.

Yes	<p>Excellent organized and respectful, serious presentation. Clearly did their research on the Hill District prior to presenting. A clear, visible, working business model for the grocery store and grill. Representation matters. African Americans work in the store now and the food is fresh and delicious. Salem's is growing and why not grow here, when so many of us already eat there or buy goods, anyway? I like that they were willing to add to their grill offerings to reflect other African American tastes and that they were willing to deliver even beyond Door Dash and other expensive delivery services. It also mattered to me that LaKeisha Brown was working with them. In every area, we see that working along/inside companies is so important.</p>	<p>The structure of ownership and/or leadership in this model was lacking African/Black American representation (not African or Indian). If I could see actual upper and middle management of Salem's, that would be better. There are little present reflections of African American culture in their grocery store or menu (besides the burgers). The shelf items in their present store are very heavily international. How will Salem's expand their list to be a regular grocery store and not a specialty grocery store based on Middle Eastern foods? The pictures definitely showed a wider footprint and a different model for the grocery store. Perhaps we can work through these challenges.</p>
Yes	They are in the stripdistrict - locally established	n/a
Yes	The international component.	N/A