

# THE DOUGH PRESS

VOLUME 5

JULY 2024

ISSUE 55

## LEO & CONG'S LOCKER 1 & 2

Locker 1 & 2 Golf Outing raises over \$170,000 for The United Way of Youngstown and the Mahoning County!

Event founders Leo Henry, Director of Operations for Chestnut Land Company, and Bob Conger, Sales Consultant at Tri State Supply Company hosted this year's event at The Lake Club on Monday, June 24th with special guest legendary PGA golfer John Daly!



Leo Henry



John Daly



Chestnut Land & GoTo Foods / Auntie Anne's



John Daly & Troops

# THE DOUGH PRESS

4TH OF JULY

**HAPPY 4TH OF JULY  
TO ALL OF CHESTNUT LAND!**



**HAVE A FUN, SAFE HOLIDAY!**



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**JULY  
EMPLOYEE SPOTLIGHT**

**meet VICTOR PACHECO  
STORE MANAGER AUNTIE ANNE'S FL223**



**Victor Pacheco joined the Chestnut Land Family in January 2022 when the company acquired his location in Destin, FL. We knew the day we met him that he has tremendous passion for the Auntie Anne's brand and his staff. He works hard for his staff and for his family. He knows and cares about what his guests wants and always strives to meet their needs. We appreciate you Victor and hope for many more years with you leading the team at FL223!**

**Written by Rebekah Marsteller - Director of Human Resources**

**It has been a pleasure to work with Victor since we acquired his location early last year. His dedication, care and commitment to the store and his team quickly made him a great asset for the company. Victor's knowledge of the area and his drive to exceed expectations make me really excited to see where he can take his store this year**

**Written by Guillermo Noriega - Regional Manager**

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## JULY EMPLOYEE SPOTLIGHT

### MEET VICTOR PACHECO STORE MANAGER AUNTIE ANNE'S FL223

**1. How do you celebrate the 4th of July? Do you like to set off your own fireworks?**

I celebrate July 4th together with my family going out to eat and I always put the flag in my house. At the end of the day I like to see the fireworks at the pier of my city.

**2. If you could only have one app on your phone, which would you pick?**

I really like using Twitter now X. I like to be watching the World News even though my wife says I look like old man hahahaha

**3. What do you enjoy about your job?**

I enjoy when a lot of people come to my store, I try to inject good vibes into my team to meet the goal.

**4. Have you ever met a celebrity? If so, who?**

I haven't met a celebrity but I'd like to meet Will Smith.

**5. Who has inspired your career path most in your life?**

My parents have always inspired me. They taught me values.

**6. What movie can you watch over and over**

Very difficult choice but I like to watch Leap year with my wife. I can watch it 10 times and I still laugh every single time. It is a romantic comedy.

**7. Do you have any summer vacations planned?**

I plan to go to Miami to visit some restaurants from my country.

**8. Favorite flavor/color Freeze Pop?**

My favorite flavor is mango.

**9. What is your favorite song that reminds you of summer?**

My music reminds me is Summer by Calvin Harris.

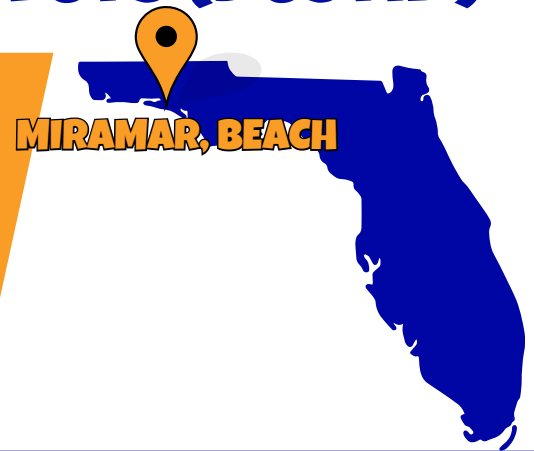
**10. Would you rather swim in the ocean or the pool?**

I love the sea that's why I love my city Santa Rosa Beach, but I also like the pool.

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JULY  
FEATURED LOCATION

## SILVER SANDS PREMIUM OUTLETS (DESTIN)



**BREAKING  
NEWS**

**CINNABON®**

**COMING TO SILVER SANDS!!  
GRAND OPENING OCTOBER 2024!**

### STORE:

Auntie Anne's FL223  
Store Manager: Victor Pacheco

### SILVER SANDS PREMIUM OUTLETS:

Discover a shopper's paradise at Silver Sands Premium Outlets in Miramar Beach, Florida! Nestled along the stunning Emerald Coast, the open-air shopping center offers an unbeatable mix of over 110 designer and name-brand outlet stores, including Michael Kors, Coach, and Kate Spade. Enjoy incredible savings on the latest fashion, accessories, and home goods while strolling through our beautifully landscaped promenades. With a variety of dining options and family-friendly amenities, including a children's play area and convenient parking, Silver Sands Premium Outlets is the perfect destination for a day of shopping, dining, and relaxation. Whether you're a local or a visitor, make Silver Sands Premium Outlets your go-to spot for extraordinary deals and an unforgettable shopping experience!

### MIRAMAR BEACH, FLORIDA FUN FACT:

Miramar Beach is famous for its sugar-white sand, made from quartz crystals that have been weathered down over centuries from the Appalachian Mountains. The area is part of Florida's Emerald Coast, known for its vibrant emerald-green waters, which are the result of the sunlight reflecting off the algae in the water.





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## SUMMER OF PACKS

### GREAT JOB CINNABON 103628 (FLORIDA MALL) AND 105385 (ORLANDO PREMIUM)

#### New Contests Alert: Summer of Packs!

- Territory Contest #1: Flavor Variety Packs Contest**
  - Bakery with the highest units sold of Flavor Variety Packs will receive a \$100 Gift Card
  - Timeframe: 6/24 to 7/21
- Territory Contest #2: Quick Bites Packs Contest**
  - Bakery with the highest units sold of Quick Bites Packs will receive a \$100 Gift Card
  - Timeframe: 6/24 to 7/21

### Leaderboards

Top OSAT	Last 30 Days	Comp Sales YOY %	(6/10-6/23)
1. Hanes Mall	100.0%	1. Charlotte Premium Outlets	24.2%
2. Deerbrook Mall	100.0%	2. Baybrook Mall	22.5%
3. Willowbrook Mall	100.0%	3. KCI Airport	20.2%
4. Northwoods Mall	100.0%	4. Westfield Countryside	18.5%
5. Woodlands	100.0%	5. Orlando Premium Outlets	17.5%
Digital Sales (1PD/3PD)	(6/10-6/23)	Comp Check YOY %	(6/10-6/23)
1. Arbor Place Mall	23.06%	1. Westfield Countryside	14.5%
2. Westfield Broward	15.22%	2. Baybrook Mall	12.6%
3. First Colony	13.71%	3. KCI Airport	12.5%
4. Northwood Mall	13.34%	4. Charlotte Premium Outlet	10.8%
5. Memorial City Mall	11.72%	5. FIU	8%
LTO Refresher Units Sold	(6/10-6/23)	LTO S'mores Cookie BB Units Sold	(6/10-6/23)
1. Florida Mall	183	1. Streets at Southpoint	223
2. Cross Creek Mall	177	2. Parks at Arlington	183
3. Cordova Mall	176	3. Westfield Broward	172
4. Memorial City Mall	144	4. Concord Mills Mall	162
5. Lynnhaven Mall	126	5. Pier Park	157

### Territory Contest Winners: Refreshers & OSAT Contest

Refreshers Contest: Top 2 Bakeries with the highest quantity of Refresher Units sold between 5/6 and 6/2 receive a \$100 gift card

Refreshers Contest	Winning Bakery	2nd Place
Northeast Territory	Cross County Center (779 Units)	Springfield Mall, PA (380 Units)
Mid-West Territory	Philadelphia Mills (325 Units)	Fashion Outlets of Chicago (283 Units)
Mid-Atlantic Territory	Tysons Corner (322 Units)	Arundel Mills (321 Units)
South Territory	Florida Mall (324 Units)	Opry Mall (272 Units)
Central Territroy	Fairlane Town Center (334 Units)	Cherry Creek (329 Units)
PNW Territory	Mall of America (460 Units)	Mall of Great North West (420 Units)
West Territory	Great Mall of Bay Area (437 Units)	Plaza Bonita (259 Units)

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## TOP ONLINE STORES

# June

## TOP 10

1	MI123	6	GA130
2	OH147	7	MI116
3	FL135	8	MI117
4	IN107	9	FL181
5	IN114	10	FL134



Uber Eats



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## DTIQ AUDIT STREAKS

**3 consecutive 100% scores**



**32**

**GA130**

**FL276 - 13**

**NC140 - 4**

**FL177 - 10**

**OH175 - 4**

**GA110 - 6**

**FL226 - 3**

**FL149 - 5**

**IL136 - 3**

**FL159 - 5**

**MI105 - 3**

**NC102 - 5**

**MI123 - 3**

**IN114 - 4**





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## MONTHLY CHALLENGE



## 5 THINGS TO DO WHEN YOU DON'T FEEL LIKE EXERCISING

We've all been there — you just don't feel like exercising today. You know you should, you know it's in your best interest, but your head's just not in the game. Maybe you're stressed or your body is telling you it's not up to the task. Whatever it is, you're just not into getting your exercise today.

With that being said, you can improve yourself even without following through on your scheduled exercise routine. Today, I'll be talking to you about things you can do on days when you don't feel like working out that will help make you the best "you" that you can be.

### 1. GO FOR A LONG WALK OR HIKE

Walking and hiking are not only great for the body, but they're also one of the best forms of moving meditation. When your mind is busy, a good long walk can help to keep it calm and allow it to think freely in new ways.

### 2. PLAY A SPORT OR PARTICIPATE IN AN ACTIVITY

Sports and outdoor activities are a great way to get in a workout without being stuck in your scheduled routine. Getting together with friends or family and playing a game of soccer, basketball, baseball, or whatever you enjoy is one great option. If you're not the sports kind of person, an activity like rock climbing, paddle boarding, or biking might be more your style.

### 3. MEDITATE

Mediation can help reduce stress, improve cognitive function, ease anxiety, and much more. It's as important to train your mind as it is your body. In my opinion, most people should be practicing some form of mediation on a daily basis to help improve their overall well-being.

### 4. MASSAGE

Massages have ton of benefits ranging from reducing stress, improving muscle function, increased mobility, and aiding in recovery. All you need to get started is a foam roller or PVC pipe, lacrosse or tennis ball, and enough floor space to lay down. Using those tools to roll out your muscles, work out tension, and break down knots in your tissues is a wonderful addition to your training routine. Self-massage will show your body some much needed love, and it should be a part of everyone's training routine.

### 5. EXERCISE ANYWAY

Sometimes what you need is a workout to help boost your morale and make yourself a little stronger — inside and out. Remember, you're always going to have days when you don't feel like training. The key is to know what to do on those days. Listen to your body: know when it's time to step back and take it easy.

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WORKING ON WELLNESS

## TAKE A BREAK FOR YOUR MEDITATION

The concept of meditation is so popular that Google will bring back 729,000,000 hits on an initial word search. Celebrities, popular culture, and TikTok influencers all talk about meditation, but talking and doing are two entirely different things. While there is much academic literature and consistent positive research on meditation extolling the benefits and virtues of consistent practice, too few people go from the idea to the actual practice - which is where the magic and healing begin.

Meditation is an ancient practice whose origins go back thousands of years, with the first documented mention in the Upanishads of India. Statues of Krishna, and later Buddha, show a familiar, serene practitioner cross-legged, with an upright posture, eyes closed, and hands resting on legs. There is often a mystery and even some 'woo woo' related to the practice of meditation, but in its most basic and primitive form, meditation is central to the human experience - it is being in the present moment with yourself, without judgment.

In case you aren't familiar with the value of meditation, here are the top benefits based on over 50 years of research:

**REDUCES STRESS \* ENHANCES EMOTIONAL WELLBEING \* CALMS ANXIETY \* PROMOTES SELF-AWARENESS \* INCREASES ATTENTION \* IMPROVES WORKING MEMORY CAPACITY \* GENERATES SELF-COMPASSION \* IMPROVES SLEEP \* REDUCES PAIN RESPONSES**

These benefits are real for anyone who practices regularly, and the community of meditators has increased over the last 30 years in the U.S. But here is the crucial aspect that never seems to get the attention it deserves; it takes discipline and tenacity to build a consistent meditation practice that will bring these benefits into your life. That means time is scheduled into your day, every single day, a minimum of 15 minutes, to achieve results. Here is another essential aspect, if you focus on the benefits instead of consistent practice, you will accomplish neither. As Yoda says, 'There is no try, only do.'

Like all habits that bring health and vitality into our life, routine adherence to the practice builds benefits in mind and body. Meditation is a practice like exercise, eating right, and getting enough sleep; it requires a plan and discipline to stick to it. If you are serious about discovering the practice for yourself, here is a very simple practice - 'the breath' meditation. Sit in a chair in a quiet space, your back up against the chair with feet touching the floor and hands relaxed in the lap, palms facing up. Close your eyes, and allow your awareness and attention to focus on the breath. Watch the natural flow of the breath, and become aware of the rise and fall of your chest or belly. Allow the body to relax into the chair and notice the sensations of the breath as you breathe in and out. Almost immediately, thoughts will arise, which is normal and natural. Don't fight the thoughts; just gently bring your awareness back to the breath and the sensations of breath in the body. Start by sitting for 5 minutes and then increase the time by a minute each time you meditate; the sweet spot is between 15-20 minutes to establish a practice and achieve benefits.

When we first build a meditation practice, learning from an experienced teacher is helpful. Group sessions can also provide support and accountability, which helps us build the habit into our life. There are excellent YouTube videos, websites, apps, books, videos, and countless other sources that can help guide you. Below are resources to help you build a practice and accrue the benefits into your life. Meditation is simple but not easy because it requires discipline and consistency. However, the benefits while we sit in practice and the benefits that we derive from practice are exponentially greater in how they improve us in body, mind and spirit.

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## JULY BIRTHDAYS

# HAPPY BIRTHDAY!

Isael Noguera-Santiago - FL192 7/1  
 David Beard - GA110 7/1  
 Yan Perez Martinez - FL230 7/1  
 Erica Stillwell - GA116 7/2  
 Dontavia Roberts - FL132 7/2  
 Shavon Goode - NC131 7/3  
 Luka Djordjic - FL132 7/4  
 Shoronda Lawson - MS112 7/6  
 Millie Perez - Florida Mall Cinnabon 7/6  
 Kevin McDormand - NH108 7/6  
 Anaya Stringer - GA166 7/6  
 Calbria Dixon - MS112 7/7  
 Sir John Anderson - MI135 7/7  
 Katie Steel - MI141 7/7  
 Mark Harrod - FL201 7/8  
 Michael Mattack - MI122 7/8  
 Kamira Norton - OH147 7/9  
 Karri Scgalski - IN128 7/9  
 Nicole Kuhn - OH130 7/10  
 Dajah Wilder - OH111 7/10  
 Dyontora Douthit - NC115 7/10  
 Emily Eaton - SC123 7/10  
 Tierra Walker - GA166 7/10  
 Cassandra Young - TN126 7/11  
 Michael Weed - MI120 7/11  
 Mairelis Luz Falcon - FL185 7/11  
 Alakeelah Swires - FL185 7/11  
 Ryan Linch - GA166 7/11  
 Nia Yearwood Diaz - FL201 7/12  
 Hope Rush McDonald - OH163 7/12  
 Zania Rice - Woodland Jamba 7/12  
 Haydee Jaimes Pena - FL154 7/12  
 Sabrina Velazquez - FL150 7/12  
 Dakota Caruso - FL196 7/13  
 Jazlynn Ramos - FL144 7/13  
 Donaven Dekuiper - MI115 7/13  
 Alec Vess - NC102 7/14  
 Christopher Erno - FL171 7/14  
 Anquanette Farlow - IL163 7/15



Elizabeth Yahle - IN111 7/15  
 Courtney Bradley - FL111 7/15  
 Zoie Hobson - FL222 7/15  
 Tyrus Powell - NC115 7/16  
 Darius Williams - FL177 7/17  
 Zachary Smith - GA116 7/18  
 Shyanne Price - FL260 7/18  
 Randu Velez Delgado - GA110 7/19  
 MaryElle Hall - MI135 7/19  
 Rafael Moreira Dias - FL177 7/20  
 Melanie Ott - OH163 7/20  
 Amari Fields - FL175 7/20  
 Julian Vasquez - NC114 7/21  
 Lisa Coyle - FL134 7/21  
 Madison Tracy - FL221 7/21  
 Nomar Gonzalez - FL121 7/22  
 Brianna Rivera - MI105 7/22  
 Andrea Guerrero Vargas - FL231 7/23  
 Simone Campbell Blake - FL222 7/23  
 Alexander Swedock - FL276 7/24  
 Anibal Velazquez - FL196 7/24  
 Scott Boisvert - FL221 7/25  
 Lillian Comerford - FL135 7/25  
 Kiara Palas Bonilla - FL223 7/26  
 Fidel Mosquera - FL154 7/26  
 Christopher Sammartino - Home Office 7/26  
 Emma Williams - MI143 7/27  
 Bethzy Caraballo Cortes - FL149 7/27  
 Sergio Perez - FL150 7/28  
 Joseph Zieran - GA130 7/28  
 Amanda Coonrod - WV106 7/28  
 William Scott Bey - MI117 7/28  
 Raylen Kendrick - GA139 7/29  
 Paeden Willoughby - FL159 7/29  
 Amy Edmonds - MI116 7/30  
 Jackie Hadley - IN128 7/31  
 Benja Mya Coney - FL197 7/31  
 Ashley Fuller - Home Office 7/31



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## JULY WORK ANNIVERSARIES

# HAPPY ANNIVERSARY!

Joe Safarek - Home Office	6 Years	▼	Alexes Dixon - FL159	1 Year
Johana Moran - FL231	6 Years	▼	Devin Williams - FL196	1 Year
Amanda Andrews - TN126	6 Years	▼	Alakeelah Swires - FL185	1 Year
Crystal Clark - GA106	5 Years	▼	Charlotte Morlock - IL165	1 Year
Jessica Young - IL136	4 Years	▼	Alora Fields - FL180	1 Year
Suzanne Dugger - FL226	4 Years	▼	Bailey Harrison - GA166	1 Year
Dontavia Roberts - FL132	4 Years	▼	Anaya Stringer - GA166	1 Year
Nashca Ceus - FL168	3 Years	▼	Zabhelye Martinez - FL201	1 Year
Katlyn Winters - FL111	3 Years	▼	Jeremy Jauregui Tapia - MI137	1 Year
Martha Hendrix - MI143	3 Years	▼	Alexander Tomas Cifuentes - MI137	1 Year
Donaven Dekuiper - MI115	3 Years	▼	Robert Stipek - GA166	1 Year
Arturo Barrientos - FL221	3 Years	▼	Morgan Sizer - NC102	1 Year
Luke Copeland - NC114	2 Years	▼	Deborah Lambert - FL158	1 Year
Jalece McKinney - GA139	2 Years	▼	Mariah Ryan - PA254	1 Year
Daniela Marte - FL176	2 Years	▼	Michael Yoh - NC102	1 Year
Kristen Maynard - GA130	2 Years	▼	Destinee Ortiz - FL158	1 Year
Genesis Garcia Reyes - FL176	2 Years	▼	Haydee Jaimes Pena - FL154	1 Year
Angel Jaime Figueroa - FL121	2 Years	▼	Shatavia Moore - FL149	1 Year
Devonte Coleman - FL121	2 Years	▼	Sarriyah Jackson - FL260	1 Year
Rowan King - IL131	2 Years	▼	Faith Thompson - SC123	1 Year
Ivan Rivera Otero - FL180	2 Years	▼	Jennifer Ramos - Prem Outlets Cinnabon	1 Year
Vickie Bennett - IN111	2 Years	▼	Elizabeth Swires - FL143	1 Year
Rihanna Taylor - SC123	1 Year	▼	Christopher Navarro - FL260	1 Year
Lisa Rodriguez - NH108	1 Year	▼		

**Congratulations!**