

# THE DOUGH PRESS

Volume 7 ————— January 2026 ————— Issue 73



my midnight kiss

# THE DOUGH PRESS

## 2025 Million Dollar Locations



1	International (FL175)	\$2,240,468
2	Altamonte Mall (FL135)	\$2,157,848
3	Florida Mall (FL149)	\$1,915,774
4	Twelve Oaks #2 (MI135)	\$1,835,561
5	Great Lakes Crossing (MI120)	\$1,812,521
6	Oglethorpe Mall (GA166)	\$1,749,805
7	Orlando Premium Outlet (FL150)	\$1,745,446
8	Great Lakes Crossing II (MI141)	\$1,529,523
9	Tanger Outlet Center Pooler GA (GA130)	\$1,503,618
10	University Town Center II (FL276)	\$1,474,911
11	University Town Center (FL197)	\$1,448,494
12	Florida Mall (FL121)	\$1,441,598
13	Tanger Outlets - Mebane (NC114)	\$1,361,159
14	Dolphin Mall 2 (FL230)	\$1,332,049
15	Edison Mall II (FL260)	\$1,309,941
16	Orlando Premium Outlet I-Drive (FL192)	\$1,282,459
17	Tanger Outlets (MS112)	\$1,268,470
18	Tampa Premium Outlets (FL196)	\$1,251,019
19	Silver Sands Premium Outlets (FL223)	\$1,213,865
20	Countryside Mall (FL134)	\$1,197,163

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## 2025 Million Dollar Locations



21	Dadeland Mall (FL154)	\$1,173,217
22	Florida Mall III (FL177)	\$1,144,566
23	Twelve Oaks #1 (MI122)	\$1,135,086
24	Great Lakes Mall (OH111)	\$1,134,141
25	Mall of Georgia (GA110)	\$1,127,797
26	Pier Park (FL222)	\$1,095,298
27	Cincinnati Premium Outlets (OH163)	\$1,093,879
28	Paddock Mall (FL171)	\$1,074,190
29	Brandon Town Center (FL158)	\$1,071,640
30	Mall of Georgia II (GA128)	\$1,045,800
31	Chicago Premium Outlet Center (IL136)	\$1,040,987
32	Woodland Mall (MI117)	\$1,032,378
33	Hanes Mall (NC115)	\$1,027,882
34	Woodland Mall III (MI143)	\$1,022,799
35	Brandon Town Center #2 (FL181)	\$1,013,875

Congratulations to these 35 locations that achieved record sales in 2025! Two of them achieving more than \$2 million dollars in sales for the first time in company history setting records for us and themselves along with thirty-three others that reached sales more than 1 million dollars. We had one mall Florida Mall in Orlando, Florida that had 3-million-dollar plus locations in one mall and we had 6 other malls that had both locations in their mall that reached over a million dollars in sales.

I also want to recognize 4 of our new locations while I can't officially recognize them as Chestnut Land million-dollar stores because we didn't take them over till May 1<sup>st</sup> they did reach over a million dollars in sales for 2025. Congratulations to D'Nawled Robins at Perimeter Mall in Atlanta, GA, Toni Norton at South Lake Mall in Morrow, GA, Shawn Williams at Outlet Shoppes in Atlanta in Woodstock, GA, and Eileen Zhang at Sugarloaf Mills in Lawrenceville, Ga. under the leadership of Devin Dewees Atlanta Regional Manager.

Thank you everyone for your consistency and hard work and effort to achieve this great milestone we look forward to seeing what you can achieve in 2026 and what new stores we can add to the growing list!

Chris Sammartino

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## 2025 Top 20 Stores Sales Growth



1	International (FL175)	37.61%
2	Greenwood Park Mall II (IN130)	29.22%
3	Asheville Outlets (NC131)	27.03%
4	Castleton Square Mall (IN107)	24.18%
5	Great Lakes Crossing II (MI141)	20.70%
6	Hanes Mall (NC115)	20.46%
7	Cumberland Mall (GA116)	20.02%
8	Great Lakes Crossing (MI120)	19.75%
9	Brandon Town Center (FL158)	16.88%
10	Altamonte Mall (FL135)	15.02%
11	Citrus Park Mall (FL159)	14.79%
12	Brandon Town Center #2 (FL181)	14.73%
13	The Avenues (FL143)	14.47%
14	Florida Mall (FL121)	14.19%
15	Greenville Mall (NC140)	13.81%
16	Dadeland Mall (FL154)	12.82%
17	Daytona Beach Tanger Outlets (FL226)	12.66%
18	Northwoods Mall 2 (IL163)	12.62%
19	Florida Mall Cinnabon 103628 (103628)	11.83%
20	Cumberland Mall II (GA139)	11.58%

I want to congratulate these 20 stores and managers for their amazing growth over last years sales. All these locations achieved double digit increases over 2024 sales and worked extremely hard starting with great solid goals and expectations while communicating what they expected and managing expectations throughout 2025. All of you and your teams should be proud of your growth and what you accomplished. We look forward to continued growth from all our stores in 2026 and we encourage everyone to continue to build off your momentum and work towards maintaining consistency in all areas while creating excitement and enthusiasm in the store for our amazing employees and customers.

Chris Sammartino



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## January Employee Spotlight



### Meet Toni Norton Store Manager - GA111



Toni Norton joined the CLC family when we acquired her store May 1, 2025. I knew the minute I met her in April that she was an amazing woman and manager, and that we were lucky to have her join us! Toni defines passion for her people and for the Auntie Anne's brand. She sets a high level of expectations from her people for guest experience, product quality and cleanliness. She leads by example, has integrity, and her staff has the utmost respect for her. I felt the love and compassion for one another on that staff and that is because of her. Thank you Toni for all your hard work and your compassionate heart. Chestnut Land and Auntie Anne's is lucky to have you in the family!

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

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## January Employee Spotlight



### Meet Toni Norton Store Manager - GA111

**1. Hi Toni, can you please share a little bit about yourself?**

I have been with Chestnut Land now for 8 months and Auntie Anne's for 23 years. I've been married for 44 years, have two children, and 4 grand kids.

**2. Do you believe in New Year's resolutions? If so, can you share one of yours with us?**

Staying healthy for the New Year!

**3. Can you share a career goal you have for 2026?**

Continue to work on customer service and building the brand name.

**4. What's one lesson you learned last year you're carrying into 2026?**

Change can be good.

**5. Pitch us your Auntie Anne's pretzel.**

I am old school! Almond with cinnamon is the best.

**6. What's the busiest day you've ever worked – and how did you get through it?**

Black Friday for sure! Had to drink a lot of water and have some snacks!

**7. How do you create a positive environment for your team?**

I encourage my team and let them know how great they are. It takes all of us to get it done!

**8. If you could go on vacation anywhere in the world, where would you go and why?**

A stay vacation with family is all I need.

**9. What advice do you give a new employee on their first day of work?**

Listen, learn and give your best at all you do!

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## Training Corner with Becky Gagner



# TRAINING WITH *Becky!*



## *Twist* INTO 2026!

### Cleaning party

Now that the holidays are over, don't forget to schedule your cleaning party! Be sure to pull your detail cleaning checklists from the HUB or create your own! Connect with fellow store managers to exchange checklists and share ideas on how they break up and tackle their cleaning tasks. Our goal is to detail the store from top to bottom and start the new year fresh no crumbs left behind!

### Maintenance matters

Stay current on weekly repair and maintenance emails. Communicate all issues clearly, including who was contacted and the scheduled repair time. Reference the emergency contact sheet. It's also a good time to make sure your emergency contact sheet is up to date!

Preventive maintenance is everyone's responsibility:

- Weekly: Clean lemonade machines including side panels (dry-dust interior) and frozen lemonade vents.
- Monthly: Fully clean and break down ice machines.
- Replace water filters before expiration.
- Maintain grease traps, floor drains, and stainless steel surfaces.
- Detail clean and protect racks to prevent rust.
- Never wet oven stones or place hot glass on cold counters.
- Teflons should never be submerged in water, except meat Teflons. Follow the Teflon care guide on the HUB.

There is a great preventative maintenance guide on the HUB that breaks everything down from daily, weekly and monthly maintenance on all equipment

### Resolutions fade, standards don't

Training and coaching are ongoing processes that ensure everyone is equipped for success. It is essential that every employee, regardless of position, is fully prepared to utilize the HUB effectively. The HUB is our greatest training resource and we should be actively on it weekly.

#### Review Training Checklists:

- Revisit all training checklists to ensure each crew member is up to date and confident in their responsibilities.

#### Assistant Manager Development:

- Train on truck ordering, monthly inventory, and scheduling.
- Managing labor, driving sales and familiarity on changing times in QU and adding employees.

#### Crew Member Development:

- Cross-train in multiple positions to increase versatility and value to the team.

#### Timing & Strategy:

- Coming out of the holiday season and entering a slower period is an ideal time to focus on areas of improvement.
- Identify weak spots for each crew member and provide targeted coaching to strengthen their skills.

The goal is to build a stronger, more confident team prepared for peak performance throughout the year. You should never wonder if things are being done the right way on your days off.

Remember it starts with you. Let's kick off this year with focus, energy, and determination.



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## December Store Visits



FL197



FL276



FL181



Team Dinner Orlando



FL159



Team Dinner Tampa



FL134



FL196



FL158



Cinnabon 103628



FL121



FL175



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## January Featured Location



### Southlake Mall



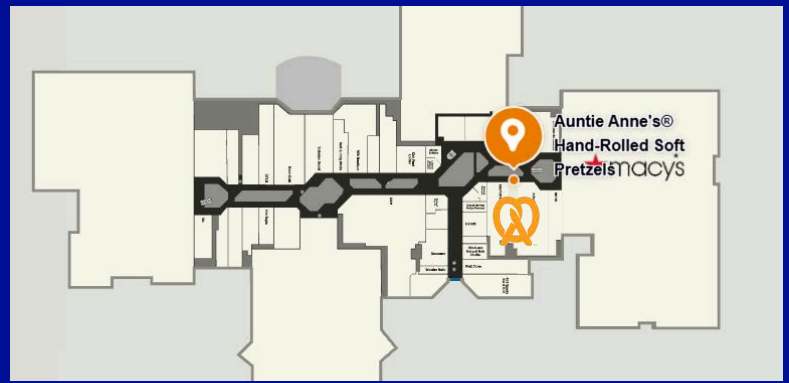
### Morrow, Georgia

Auntie  Anne's®

Store:

Auntie Anne's GA111

Manager: Toni Norton



### Southlake Mall

Nestled in the heart of Morrow, Georgia, Southlake Mall is a vibrant shopping destination that blends classic mall charm with modern flair. From the moment you walk through its doors, you're greeted by a lively atmosphere filled with popular shops, great dining options, and plenty of places to explore. Whether you're hunting for the latest fashion trends, grabbing a bite with friends, or treating yourself to something special, Southlake Mall delivers a relaxed and enjoyable experience for all ages. With its bright corridors, friendly staff, and a mix of national brands and local favorites, it's not just a mall – it's a community hub where every visit feels like a chance to discover something new.

### Morrow, Georgia Fun Facts:

- The city was named after E.F. Morrow, a railroad official, highlighting how vital rail travel was to early commerce and development.
- Its location along what is now Interstate 75 made Morrow a natural hub for travelers long before the interstate system existed.
- Over time, Morrow evolved from a quiet railroad town into a gateway community connecting Atlanta to the rest of the Southeast.

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## Roll Call



### The Path to BON-Growth

PACKS

**\$1.2M**

Last Year:  
\$1.3M

DIGITAL

**\$459K**

Last Year:  
\$351K

CATERING

**\$63.7K**

Last Year:  
\$33.6K

LOYALTY

**7.4K**

Last Year:  
7.0K

OSAT

**67.1**

Last Year:  
63.2

Packs - Total systemwide CinnaPack sales  
Digital - Total sales across all first party and third-party delivery platforms  
Catering - Total catering sales  
Loyalty - Total Cinnabon Rewards loyalty sign-ups  
OSAT - Overall guest satisfaction score, year-to-date

\*Based on the week 12/8 - 12/14  
\*Stats listed above compare the same week year-over-year except the OSAT metrics, which compare the year-to-date score year-over-year

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## December Top Online Stores



### Top 10

1. 103630 - Oglethorpe Mall



2. 5301 - Twelve Oaks Mall II

3. 102308 - Dolphin Mall



4. 6568 - Altamonte Mall

5. 103461 - University Town Center

6. 103628 - The Florida Mall

Uber Eats

7. 105385 - International Drive

8. 103629 - Briarwood Circle

9. 102306 - Edison Mall



10. 106539 - Cinnabon Miramar Beach



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## December Top Online Stores



### Top 10

1. FL166 - St. John's Town Center
2. GA111 - Southlake Mall
3. GA130 - Tanger Outlets Savannah
4. FL135 - Altamonte Mall
5. OH111 - Great Lakes Mall
6. FL196 - Tampa Premium Outlets
7. IN107 - Castleton Square
8. MI123 - Partridge Creek Mall
9. MI120 - Great Lakes Crossing II
10. FL134 - Westfield at Countryside



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## December OSAT Scores



Above brand standard of 60%  
Minimum of 8 records

Store	# of Records	Overall Satisfaction
FL134	20	85.00%
MI116	9	77.78%
FL149	9	77.78%
FL111	9	77.78%
MI117	8	75.00%
FL143	8	75.00%
FL129	8	75.00%
FL196	10	70.00%
NC115	12	66.67%
IN107	12	66.67%
GA127	12	66.67%
FL171	10	60.00%

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## Monthly Health Challenge



### Dry January: A Month Without Alcohol

Dry January is a health challenge where participants abstain from consuming alcohol for the entire month of January. It's a powerful way to reset your body and mind after the indulgences of the holiday season, giving you a fresh start to the new year.

#### Benefits:

1. Improved Physical Health
  - Better sleep quality
  - Increased energy levels
  - Weight loss due to fewer empty calories from alcohol
2. Mental Clarity
  - Enhanced focus and concentration
  - Reduced anxiety and improved mood
3. Financial Savings
  - Save money by skipping alcoholic beverages at home and when dining out.
4. Healthier Habits
  - Break the routine of reaching for a drink after work or during social events.

#### Tips for Success:

- Find Alternatives: Stock up on non-alcoholic beverages like sparkling water, herbal teas, or mocktails.
- Set Goals: Remind yourself why you're doing this—whether for health, clarity, or a new challenge.
- Stay Social: Attend events, but have a plan for what you'll drink and how to respond to questions.

#### Reflection:

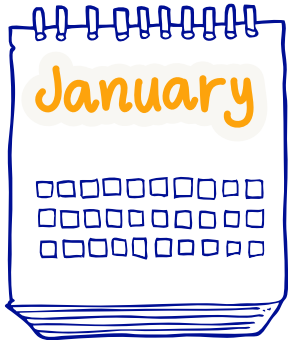
At the end of the month, take time to reflect on how you feel and decide whether to continue reducing your alcohol intake. Many participants report feeling so good that they adopt lasting changes!

Are you ready to take on Dry January? Grab a friend or family member to join in for extra motivation!



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## Working on Wellness



### Are You Organized? Start The Year With Less Stress & More Control

The start of a new year is the perfect time to reset. When life feels disorganized, stress tends to pile up—whether it's hunting for paperwork, juggling deadlines, or feeling overwhelmed by clutter. A little organization can go a long way in making everyday tasks feel more manageable.

Organization isn't just about keeping papers in neat piles. It's about creating routines and spaces that save time, reduce distractions, and help you stay focused. When you know where things are and have a plan, productivity improves and your day feels less rushed. That extra clarity can free up time for things that matter most—family, rest, and personal wellness.

Being organized also supports your mental and physical well-being. Clutter can add to anxiety and make it harder to unwind, while organized spaces tend to feel calmer and more inviting. Financial organization plays a role too—tracking expenses, planning ahead, and knowing where your money goes can reduce stress and increase confidence. The good news? Getting organized doesn't have to be overwhelming. Small, consistent habits can make a big impact over time. A few minutes of planning today can prevent frustration tomorrow—and help set the tone for a smoother, more balanced year.

#### Quick Organization Tips

- Write daily or weekly to-do lists to clear your mind
- Use a planner or digital calendar for appointments and deadlines
- Keep workspaces tidy and clutter-free
- File and label important documents as you go
- Track spending with a budget app or spreadsheet
- Take five minutes at the end of each day to reset your space

**"A little organization today saves a lot of stress tomorrow."**

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## January Birthdays



## Happy Birthday!

Sandy McClintock - MI105	1/1	Patricia Dragg - GA107	1/18
Angel Guerrero - FL121	1/1	Peyton Keithley - FL196	1/18
Michael Brancati - FL197	1/2	Isabella Wagers - FL166	1/18
Wakima Jackson - Briarwood Cinnabon	1/2	Melissa Ross - FL166	1/19
Brahim Ghali - FL121	1/3	Jenasys Remy - FL168	1/19
Illa Smith - MI135	1/3	Franco Marrero Rodriguez - FL187	1/19
Ceriana Goggins - Florida Mall Cinnabon	1/3	Julie Seabridge - MI122	1/20
Matthew Marison - NH105	1/4	Gabriella Rojas - MI105	1/20
Mason Burt English - MI141	1/4	Isaiah Garrett - GA166	1/20
Aubriana Bellard - OH183	1/4	Alexander Eslava Hernandez - FL121	1/20
Keegan Knox - GA130	1/5	Yolanda Gonzalez De Correia - FL230	1/21
Justice Bonner - OH147	1/5	Enowmba Agbortabi - GA110	1/21
Zada Scott Frazier - GA130	1/6	Konstantine Katona - FL134	1/21
Joe Safarek - Home Office	1/6	Johana Moran - FL231	1/21
Breanna Zahara - FL222	1/7	Nicholas Staubs - SC123	1/22
Mia Endsley - GA116	1/7	Tina Cauley - FL181	1/22
Biondo Shephard - GA166	1/7	Carly Hargrove - IL131	1/22
Joseph Jones - FL321	1/8	Danielle Beverly - GA121	1/23
Cole Barrow - GA101	1/8	Reina Britt Garcia - MI143	1/23
Toni Norton - GA111	1/9	Matthew White - FL168	1/24
Ramiro Cacador - FL181	1/9	Isabella Ruiz - FL176	1/24
Jaedon Hunt - GA110	1/9	Jenson Miller - OH130	1/24
Sharay Noguel Ramirez - FL230	1/10	Alyssa Tillman - FL143	1/24
Oladimeji Coker - GA101	1/10	Angelina Mosley - FL260	1/25
Destiny Harris - Prem Outlets Cinnabon	1/10	Josdan Mendez - FL230	1/25
Ethan Vickers - FL222	1/10	Mary French - FL135	1/25
Amitra Alexander - FL149	1/10	Daylin Andrzejewski - FL171	1/26
Aireal Whitehurst - NC140	1/11	Ariea Burney - FL158	1/26
Gabreal Denczek - MI117	1/11	Ashya Webb - GA125	1/26
Madeline Flores - FL276	1/12	Terrell Bennerman - FL134	1/26
Taimu Kamara - FL134	1/12	Wilmary Pichardo Abreu - FL135	1/27
Ahshaily Verganzo - FL177	1/13	Quentin Williams - GA111	1/27
Alondra Torres Burgett - IL163	1/14	Zaria Usher - GA128	1/28
Stephanie Lopez Hernandez - GA101	1/14	Aryannah Headen - Pier Park Cinnabon	1/29
Ilesha Johnson - GA106	1/14	Dasha Padilla - IL136	1/29
Skye Buckner - IN107	1/14	Elizabeth Milland - MI115	1/29
Jaely Roblero-Pacheco - FL168	1/14	Jakota Bryant - GA139	1/29
Raina Dunham - GA130	1/15	Yanixan Corona Resendiz - Prem Outlets CB	1/29
Kieran Bolden - MS112	1/15	Paul Villena - IN111	1/30
Miriam Gonzalez - GA126	1/15	Neliseya Jackson - GA111	1/30
Juan Cardenas Moran - FL150	1/15	Sofia Brustik - FL180	1/30
Takhila Harvey - GA106	1/15	Arnondo Sanchez - IL163	1/30
Jared Rodriguez - NH105	1/18	Antonio Elder - GA111	1/31
Miranda Ingram - IL169	1/18	Melinda Williams - IL169	1/31
Jermia Streeter - MS112	1/18	Linda Benson - Home Office	1/31

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## January Work Anniversaries



## Happy Anniversary!

Christopher Sammartino - Home Office	17 Years
Rebekah Marsteller - Home Office	12 Years
Guillermo Noriega - Regional Manager Florida	8 Years
Theresa Atkinson - FL132	7 Years
Joylyn Fuller - NC102	7 Years
Hannah Joslin - OH163	7 Years
Shenise Thompson - FL177	6 Years
Rosetta Navoni - MI115	4 Years
Hector Rivera - FL154	4 Years
Karen Chavez Plaza - FL223	3 Years
Victor Pacheco Lucin - FL223	3 Years
Angela Hooper - FL226	3 Years
Kyle Roberts - Home Office	3 Years
Cheyenne Patterson - FL226	3 Years
Felicity Alamos - FL182	2 Years
Matthew Sandoval - MI105	2 Years
Breiona Johnson - IL163	2 Years
Franco Marrero Rodriguez - FL187	2 Years
Nicole D'Angelo - Home Office	2 Years
Gabreal Denczek - MI117	2 Years
Jeremiah Bender - OH124	2 Years
Konstantine Katona - FL134	2 Years
Jessica Porter - IL165	2 Years