



STAY CURIOUS!

On Monday morning, fifth floor associates - including marketing, pricing, DiPLa and others - attended Food Lion President Meg Ham's morning huddle. They were warmly greeted with a smile and encouraging words.

"Last week was a good week for us, despite what we were up against," said Meg. "There are so many variables in our business from the impact of our government shutdown to the early release of SNAP benefits."

Understanding these variables and mitigating the impact takes focus. "We always need to stay curious about our business, and understand what is driving it, 24 hours a day, seven days a week," she advised.

Meg also shared these highlights:

- **Our same store sales in Week 6 were positive**
- **Our customer count is high, at 5%**
- **DELight sales are up in the markets where the program is offered, including Wilmington, Greenville and Raleigh markets**
- **Shop & Earn has an 80% retention rate for January 2019**
- **Our Store Manager of the Year event (SMOY) was hosted last week**

Among these notables, guests were particularly moved by what they experienced last week during the SMOY event that was hosted in Salisbury. "Annette was just 16 years old when she joined Food Lion, starting as a cashier," Meg said, referring to the new Store Manager of the Year. "As you learn about her story and the others who were honored, there are so many cool connections you'll discover. Store managers can make a difference in the lives of others with just one conversation."

Meg plans to meet with associates from other areas of the organization in a few weeks. Stay tuned for more highlights then!