



**ESTER GARCIA**  
Fort Sam Houston  
Commissary, Texas,  
Defense Commissary  
Agency (DeCA)

- Honored by many local organizations for her commitment and involvement, Garcia actively participated in such community functions as outreach and volunteer services for a food bank, and military-affiliated events in collaboration with sales initiatives.
- To support her fellow stores, she assisted in numerous store resets and VIP visits, as well as training and mentoring other managers and employees.
- She demonstrated a high degree of originality and creativity in executing unique ideas for store events and award-winning displays.



**CYNTHIA HERNANDEZ**  
Assistant Commissary  
Officer, Naval Base  
San Diego Commissary,  
Defense Commissary  
Agency (DeCA)

- Thanks in large part to Hernandez's leadership and motivation, the commissary earned more than \$81 million in sales.
- A veteran commissary manager of 35 years' standing, she still demonstrated innovation by reaching out to single sailors through an event bringing hundreds of them to the store to learn about the commissary benefit during a fun, informative day.
- Hernandez achieved successful results on a formal inventory and kept the commissary's sales on track despite military downsizing.



**CHERYL COLLINS**  
Store #246,  
Ocean City, Md.,  
Delhaize America/  
Food Lion

- As a result of Collins' commitment to computer-assisted ordering execution across the store, she drove significant top-line sales growth of 4.9 percent and improved shrink performance.
- Her involvement with the community and local chamber of commerce enabled her to prepare properly for the increased business brought in by weekly special events on the oceanfront.
- Collins excelled in seasonally relevant merchandising to grow the top line and meet the needs of a highly diverse summer clientele.



**KIM ROLLINS**  
Store #1371,  
Mint Hill, N.C.,  
Delhaize America/  
Food Lion

- Rollins led her store through the store openings of two competing operators in one calendar year, delivering positive same-store sales.
- The mother of a grown son who works as a Food Lion produce manager, Rollins cross-trained and developed associates consistently and always had employees ready for promotion, helping the region fill critical positions.
- She received the most votes by far from her peers to win the most recent Store Manager of the Year award in her division.



**SHARI WORKMAN**  
Store #2196,  
Morrisville, N.C.,  
Delhaize America/  
Food Lion

- A new mom, Workman nevertheless embraced the challenge of operating a store in Food Lion's first strategy market, where all locations received extensive capital investments, strategic training and new customer-driven initiatives to create a clean, safe environment for customers.
- She grew sales against significant competition, losing no associates to any of the four rivals that opened stores near hers.
- Workman was selected out of 162 store managers to run one of three Plus stores, which offer additional features, and mentored two new store managers.



**MEGAN GRAY**  
Store Leader,  
Store #72, Pittsburgh,  
Giant Eagle Inc./  
Market District

- Gray pioneered the implementation of an automatic in-store replenishment system for the grocery department, training the entire grocery team on the new process.
- She improved her store's customer service scores by 7 percent. Skillfully managing the budget to produce savings in both payroll and supplies, Gray improved total store shrink ratios while growing sales by \$8 million, increasing gross dollars by \$3 million and reducing shrink by more than \$200,000.
- Gray also helped develop a Food Safety Walk, which rolled out to 120 stores and improved food safety scores.

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Jade LaFreniere, President of Muffin Mam,  
Top Women in Grocery Winner 2016

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