

## Sales Team Monthly Operational Report (East Region)

12/01/2021 - 12/31/2021

State	City	Category	Total Quantity Sold	Total Sales (\$)	Total Returns (\$)	Net Sales Revenue (\$) Current Period	Net Sales Revenue (\$) Nov 2021	Current vs Previous Period
Connecticut	Danbury	Furniture	2	\$27.46	\$0.00	\$27.46	\$0.00	> 100%
		Subtotal	2	\$27.46	\$0.00	\$27.46	\$0.00	> 100%
	Fairfield	Furniture	3	\$897.15	\$0.00	\$897.15	\$0.00	> 100%
		Office Supplies	13	\$457.09	\$0.00	\$457.09	\$0.00	> 100%
		Subtotal	16	\$1,354.24	\$0.00	\$1,354.24	\$0.00	> 100%
	Middletown	Furniture	3	\$181.95	\$0.00	\$181.95	\$0.00	> 100%
		Subtotal	3	\$181.95	\$0.00	\$181.95	\$0.00	> 100%
	Total		21.00	\$1,563.65	\$0.00	\$1,563.65	\$0.00	> 100%
Massachusetts	Lawrence	Furniture	2	\$526.58	\$0.00	\$526.58	\$0.00	> 100%
		Office Supplies	10	\$116.84	\$0.00	\$116.84	\$0.00	> 100%
		Technology	2	\$1,199.98	\$0.00	\$1,199.98	\$0.00	> 100%
		Subtotal	14	\$1,843.40	\$0.00	\$1,843.40	\$0.00	> 100%
	Lowell	Office Supplies	9	\$291.22	\$291.22	\$0.00	\$0.00	0.00%
		Technology	5	\$979.95	\$979.95	\$0.00	\$0.00	0.00%
		Subtotal	14	\$1,271.17	\$1,271.17	\$0.00	\$0.00	0.00%
	New Bedford	Office Supplies	8	\$31.74	\$0.00	\$31.74	\$0.00	> 100%
		Technology	3	\$128.85	\$0.00	\$128.85	\$0.00	> 100%
		Subtotal	11	\$160.59	\$0.00	\$160.59	\$0.00	> 100%
	Total		39	\$3,275.16	\$1,271.17	\$2,003.99	\$0.00	> 100%

New Jersey	East Orange	Technology	3	\$31.80	\$0.00	\$31.80	\$0.00	> 100%
		Subtotal	3	\$31.80	\$0.00	\$31.80	\$0.00	> 100%
	Paterson	Furniture	7	\$498.15	\$0.00	\$498.15	\$0.00	> 100%
		Office Supplies	11	\$242.48	\$0.00	\$242.48	\$0.00	> 100%
		Technology	3	\$281.97	\$0.00	\$281.97	\$0.00	> 100%
		Subtotal	21	\$1,022.60	\$0.00	\$1,022.60	\$0.00	> 100%
	Plainfield	Office Supplies	14	\$798.93	\$0.00	\$798.93	\$0.00	> 100%
		Subtotal	14	\$798.93	\$0.00	\$798.93	\$0.00	> 100%
	Total		38	\$1,853.33	\$0.00	\$1,853.33	\$0.00	> 100%
New York	New York City	Furniture	31	\$2,342.41	\$0.00	\$2,342.41	\$3,515.74	-33.37%
		Office Supplies	118	\$3,552.99	\$0.00	\$3,552.99	\$6,770.34	-47.52%
		Technology	18	\$420.10	\$0.00	\$420.10	\$5,638.30	-92.55%
		Subtotal	167	\$6,315.51	\$0.00	\$6,315.51	\$15,924.37	-60.34%
	Oceanside	Furniture	4	\$290.72	\$0.00	\$290.72	\$0.00	> 100%
		Office Supplies	3	\$14.38	\$0.00	\$14.38	\$0.00	> 100%
		Subtotal	7	\$305.10	\$0.00	\$305.10	\$0.00	> 100%
	Rochester	Furniture	1	\$37.93	\$0.00	\$37.93	\$0.00	> 100%
		Office Supplies	6	\$46.84	\$0.00	\$46.84	\$0.00	> 100%
		Subtotal	7	\$84.77	\$0.00	\$84.77	\$0.00	> 100%
	Total		181	\$6,705.38	\$0.00	\$6,705.38	\$15,924.37	-57.89%
Ohio	Cincinnati	Office Supplies	4	\$94.78	\$0.00	\$94.78	\$0.00	> 100%
		Subtotal	4	\$94.78	\$0.00	\$94.78	\$0.00	> 100%
	Columbus	Office Supplies	15	\$236.66	\$0.00	\$236.66	\$660.85	-64.19%
		Subtotal	15	\$236.66	\$0.00	\$236.66	\$0.00	> 100%
	Fairfield	Furniture	2	\$273.06	\$0.00	\$273.06	\$0.00	> 100%

		Office Supplies	17	\$126.69	\$0.00	\$126.69	\$0.00	> 100%
		Technology	7	\$158.93	\$0.00	\$158.93	\$0.00	> 100%
		Subtotal	26	\$558.68	\$0.00	\$558.68	\$0.00	> 100%
	Lakewood	Office Supplies	9	\$19.73	\$0.00	\$19.73	\$38.86	-49.24%
		Technology	2	\$151.19	\$0.00	\$151.19	\$0.00	> 100%
		Subtotal	11	\$170.92	\$0.00	\$170.92	\$38.86	> 100%
	Marion	Furniture	2	\$7.71	\$0.00	\$7.71	\$0.00	> 100%
		Subtotal	2	\$7.71	\$0.00	\$7.71	\$0.00	> 100%
	Newark	Office Supplies	4	\$13.25	\$0.00	\$13.25	\$0.00	> 100%
		Technology	2	\$164.39	\$0.00	\$164.39	\$370.78	-55.66%
		Subtotal	6	\$177.64	\$0.00	\$177.64	\$370.78	-52.09%
	Toledo	Office Supplies	1	\$1.64	\$0.00	\$1.64	\$663.94	-99.75%
		Technology	9	\$757.94	\$0.00	\$757.94	\$0.00	> 100%
		Subtotal	10	\$759.58	\$0.00	\$759.58	\$663.94	14.41%
	Total		74	\$2,005.97	\$0.00	\$2,005.97	\$1,073.58	86.85%
Pennsylvania	Philadelphia	Furniture	41	\$1,650.75	\$0.00	\$1,650.75	\$5,173.44	-68.09%
		Office Supplies	56	\$899.15	\$0.00	\$899.15	\$184.73	386.73%
		Technology	14	\$417.11	\$0.00	\$417.11	\$1,259.95	-66.89%
		Subtotal	111	\$2,967.02	\$0.00	\$2,967.02	\$6,618.12	-55.17%
	Total		111	\$2,967.02	\$0.00	\$2,967.02	\$6,618.12	-55.17%
Rhode Island	Cranston	Office Supplies	6	\$592.74	\$0.00	\$592.74	\$0.00	> 100%
		Subtotal	6	\$592.74	\$0.00	\$592.74	\$0.00	> 100%
	Providence	Furniture	1	\$220.98	\$0.00	\$220.98	\$0.00	> 100%
		Office Supplies	6	\$695.16	\$0.00	\$695.16	\$0.00	> 100%
		Subtotal	7	\$916.14	\$0.00	\$916.14	\$0.00	> 100%

	Total131,508.880.001,508.880.00> 100%							
Vermont	Burlington	Technology	7	\$205.03	\$0.00	\$205.03	\$0.00	> 100%
		Subtotal	7	\$205.03	\$0.00	\$205.03	\$0.00	> 100%
	Total7205.030.00205.030.00> 100%							
East Region			484	\$20,084.42	\$1,271.17	\$18,813.25	\$23,616.08	-20.34%

## Sales Team Monthly Executive Report

### Profit

State	Nov-2021	Dec-2021	Nov-2021 vs Dec-2021 (%)	Dec-2020	Dec-2020 vs Dec-2021 (%)	KPIs: Participation Ratio AVG 2020 (%)	KPIs: Participation Ratio Dec 2021 (%)
Illinois	-\$154.41	-\$3,145.18	-1936.84%	\$22.99	-13778.37%	0.32%	253.98%
Indiana	\$1,318.01	\$183.84	-86.05%	\$474.27	-61.24%	6.51%	-14.85%
Iowa	\$21.58	\$26.67	23.58%	\$54.44	-51.01%	0.75%	-2.15%
Kansas	\$26.28	\$0.00	-100.00%	\$46.94	-100.00%	0.64%	0.00%
Michigan	\$208.67	\$1,103.25	428.70%	\$5,524.37	-80.03%	75.87%	-89.09%
Minnesota	\$57.79	\$281.52	387.15%	\$20.05	1304.16%	0.28%	-22.73%
Missouri	\$79.33	\$218.25	175.13%	\$0.00	100.00%	0.00%	-17.62%
Nebraska	\$0.00	\$804.05	100.00%	\$149.13	439.16%	2.05%	-64.93%
North Dakota	\$0.00	\$13.56	100.00%	\$0.00	100.00%	0.00%	-1.09%
Oklahoma	\$19.08	\$5.18	-72.83%	\$24.91	-79.19%	0.34%	-0.42%
South Dakota	\$6.63	\$0.00	0.00%	\$0.00	100.00%	0.00%	0.00%
Texas	-\$3,227.18	-\$1,191.16	-63.09%	-\$81.49	1361.72%	-1.12%	96.19%
Wisconsin	\$125.63	\$461.64	267.46%	\$1,045.61	-55.85	14.36%	-37.28%
<b>Central Region</b>	<b>-\$1,518.60</b>	<b>-\$1,238.38</b>	<b>-18.45%</b>	<b>\$7,281.23</b>	<b>-117.01%</b>	<b>100.00%</b>	<b>100.00%</b>
Connecticut	\$0.00	\$437.50	100.00%	\$190.90	129.18%	3.45%	13.57%
Delaware	\$5,118.52	\$0.00	-100.00%	\$60.33	-100.00%	1.09%	0.00%
District of Columbia	\$0.00	\$0.00	0.00%	\$13.23	-100.00%	0.24%	0.00%
Maryland	\$1,449.10	\$0.00	-100.00%	\$96.74	-100.00%	1.75%	0.00%

Massachusetts	\$125.40	\$816.38	551.00%	\$413.75	97.31%	7.48%	25.31%
New Hampshire	\$0.00	\$0.00	0%	\$6.55	-100.00%	0.12%	0.00%
New Jersey	\$12.03	\$616.00	5021.54%	\$876.14	-29.69%	15.85%	19.10%
New York	\$4,664.70	\$1,467.06	-68.55%	\$2,738.60	-46.43%	49.54%	45.49%
Ohio	-\$1,025.71	\$77.67	-107.57%	-\$228.99	-133.92%	-4.14%	2.41%
Pennsylvania	-\$953.78	-\$502.79	-47.28%	-\$321.83	56.23%	-5.82%	-15.59%
Rhode Island	\$0.00	\$245.62	100.00%	\$1,682.50	-85.40%	30.44%	7.62%
Vermont	\$0.00	\$67.66	100.00%	\$0.00	100.00%	0.00%	2.10%
<b>East Region</b>	<b>\$9,390.26</b>	<b>\$3,225.10</b>	<b>-65.65%</b>	<b>\$5,527.92</b>	<b>-41.66%</b>	<b>100.00%</b>	<b>100.00%</b>
Alabama	\$23.99	\$408.30	1601.80%	\$0.00	100.00%	0.00%	17.54%
Arkansas	\$1.42	\$366.06	25696.93%	\$374.20	-2.18%	21.40%	15.73%
Florida	\$578.09	-\$462.19	-179.95%	-\$282.88	63.39%	-16.18%	-19.86%
Georgia	\$117.81	\$0.00	-100.00%	\$43.08	-100.00%	2.46%	0.00%
Kentucky	\$1,625.70	\$1,373.15	-15.53%	\$342.18	301.29%	19.57%	59.00%
Louisiana	\$0.00	\$333.85	100.00%	\$0.00	100.00%	0.00%	14.34%
Mississippi	\$43.45	\$393.95	806.67%	\$81.62	382.64%	4.67%	16.93%
North Carolina	-\$4,246.88	-\$3.84	99.91%	\$145.05	-102.65%	8.29%	-0.16%
South Carolina	\$196.91	\$15.50	-92.13%	\$0.00	100.00%	0.00%	0.67%
Tennessee	\$1.80	-\$540.53	-30101.06%	-\$68.36	-690.75%	-3.91%	-23.23%
Virginia	\$32.90	\$443.06	1246.76%	\$1,113.98	-60.23%	63.70%	19.04%
<b>South Region</b>	<b>-\$1,624.81</b>	<b>\$2,327.30</b>	<b>-243.24%</b>	<b>\$1,748.89</b>	<b>33.07%</b>	<b>100.00%</b>	<b>100.00%</b>
Montana	\$154.75	\$420.57	171.78%	\$9.88	4157.50%	0.30%	9.16%

Arizona	-\$218.84	\$63.71	-129.11%	-\$624.03	-110.21%	-18.70%	1.39%
California	\$1,921.57	\$3,858.94	100.82%	\$2,931.22	31.65%	87.84%	84.07%
Colorado	\$31.07	-\$373.61	-1302.52%	\$8.16	-4680.49%	0.24%	-8.14%
Idaho	\$0.00	\$7.99	100.00%	\$0.00	100.00%	0.00%	0.17%
Nevada	\$0.00	\$116.87	100.00%	\$55.56	110.35%	1.66%	2.55%
New Mexico	\$71.77	\$63.13	-12.04%	\$8.24	666.44%	0.25%	1.38%
Oregon	-\$0.64	\$0.00	-100.00%	-\$576.09	-100.00%	-17.26%	0.00%
Utah	\$9.33	\$0.00	-100.00%	\$0.00	0.00%	0.00%	0.00%
Washington	\$1,628.98	\$432.29	-73.46%	\$1,524.23	-71.64%	45.67%	9.42%
<b>West Region</b>	<b>\$3,598.00</b>	<b>\$4,589.90</b>	<b>27.57%</b>	<b>\$3,337.16</b>	<b>37.54%</b>	<b>100.00%</b>	<b>100.00%</b>