

Salesperson	Sales	Target	Variance	Variance Margin
Brian Welcker	\$77,548,570	\$221,700,000	(\$144,151,430)	-65.02%
Stephen Jiang	\$65,868,919	\$110,150,000	(\$44,281,081)	-40.20%
Pamela Ansman-Wolfe	\$30,005,939	\$53,850,000	(\$23,844,061)	-44.28%
Linda Mitchell	\$25,634,503	\$40,850,000	(\$15,215,497)	-37.25%
Michael Blythe	\$21,987,348	\$31,150,000	(\$9,162,652)	-29.41%
Shu Ito	\$18,001,116	\$59,850,000	(\$41,848,884)	-69.92%
Garrett Vargas	\$13,875,633	\$23,675,000	(\$9,799,367)	-41.39%
José Saraiva	\$13,875,633	\$18,875,000	(\$4,999,367)	-26.49%
David Campbell	\$12,004,822	\$19,625,000	(\$7,620,178)	-38.83%
Tete Mensa-Annan	\$12,004,822	\$17,100,000	(\$5,095,178)	-29.80%
Amy Alberts	\$10,288,626	\$19,450,000	(\$9,161,374)	-47.10%
Jae Pak	\$8,410,883	\$13,575,000	(\$5,164,117)	-38.04%
Tsvi Reiter	\$7,638,607	\$13,250,000	(\$5,611,393)	-42.35%
Jillian Carson	\$7,633,387	\$13,675,000	(\$6,041,613)	-44.18%
Ranjit Varkey Chudukatil	\$4,527,840	\$9,050,000	(\$4,522,160)	-49.97%
Rachel Valdez	\$1,877,743	\$4,125,000	(\$2,247,257)	-54.48%
Lynn Tsoflias	\$1,391,025	\$3,210,000	(\$1,818,975)	-56.67%
Syed Abbas	\$1,391,025	\$3,050,000	(\$1,658,975)	-54.39%
<b>Total</b>	<b>\$77,548,570</b>			

Category	Sales	Profit	Profit Margin
Bikes	\$64,069,033	(\$435,679)	-0.68%
Components	\$11,226,375	\$1,001,235	8.92%
Clothing	\$1,714,056	\$245,857	14.34%
Accessories	\$539,106	\$188,081	34.89%
<b>Total</b>	<b>\$77,548,570</b>	<b>\$999,495</b>	<b>1.29%</b>

Year	Avg Price	Median Price	Min Price	Max Price	Orders	Order Lines
☐ FY2018	\$748.6778	\$419.46	\$4.75	\$2,146.96	739	8459
2017 Jul	\$655.5871	\$419.46	\$5.19	\$2,146.96	38	352
2017 Aug	\$758.9349	\$419.46	\$4.75	\$2,146.96	75	785
2017 Sep	\$741.8502	\$419.46	\$5.19	\$2,146.96	60	593
2017 Oct	\$677.4529	\$419.46	\$5.19	\$2,146.96	40	499
2017 Nov	\$752.3056	\$419.46	\$5.01	\$2,146.96	90	1106
2017 Dec	\$734.5822	\$419.46	\$5.01	\$2,146.96	63	803
2018 Jan	\$808.9406	\$419.46	\$5.19	\$2,146.96	40	377
2018 Feb	\$896.7953	\$419.46	\$5.01	\$2,146.96	79	866
2018 Mar	\$863.5415	\$419.46	\$5.19	\$2,146.96	64	653
2018 Apr	\$732.2498	\$419.46	\$5.19	\$2,146.96	37	494
2018 May	\$761.3017	\$419.46	\$4.75	\$2,146.96	85	1112
2018 Jun	\$552.9459	\$419.46	\$4.75	\$2,146.96	68	819
☐ FY2019	\$397.8098	\$202.33	\$4.32	\$1,466.01	1255	21670
2018 Jul	\$350.7395	\$196.33	\$4.75	\$1,466.01	72	1723
2018 Aug	\$372.7469	\$202.33	\$4.75	\$1,466.01	139	2964
2018 Sep	\$365.2962	\$196.33	\$4.32	\$1,466.01	111	2185
2018 Oct	\$381.9956	\$202.33	\$5.19	\$1,466.01	73	1406
2018 Nov	\$412.479	\$209.26	\$5.01	\$1,466.01	133	2345
2018 Dec	\$407.0772	\$202.33	\$4.75	\$1,466.01	114	1732
2019 Jan	\$428.8728	\$324.45	\$5.19	\$1,466.01	65	983
2019 Feb	\$488.754	\$469.79	\$5.19	\$1,466.01	132	1664
2019 Mar	\$450.0264	\$324.45	\$5.01	\$1,466.01	106	1215
2019 Apr	\$369.778	\$198.04	\$5.01	\$1,466.01	74	1449
2019 May	\$400.5136	\$202.33	\$4.75	\$1,466.01	134	2306
2019 Jun	\$390.3237	\$202.33	\$4.75	\$1,466.01	102	1698
Total	\$446.3885	\$214.24	\$1.33	\$2,146.96	3616	57851



Region	Australia	Canada	France	Germany	United Kingdom	United States	Total
Australia	\$1,391,025						\$1,391,025
Canada		\$13,875,633					\$13,875,633
Central						\$7,633,387	\$7,633,387
France			\$4,527,840				\$4,527,840
Germany				\$1,877,743			\$1,877,743
Northeast						\$6,715,354	\$6,715,354
Northwest						\$12,004,822	\$12,004,822
Southeast						\$7,638,607	\$7,638,607
Southwest						\$18,001,116	\$18,001,116
United Kingdom					\$3,883,043		\$3,883,043
Total	\$1,391,025	\$13,875,633	\$4,527,840	\$1,877,743	\$3,883,043	\$51,993,286	\$77,548,570