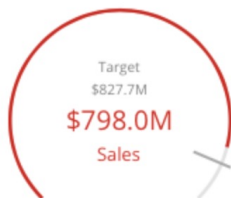


Missed Q1 Target by $-\$22.9\text{M}$ or -4.8% | Sales of $\$232.5\text{M}$ are Over Prior Year by $\$14.2\text{M}$ or 6.5%

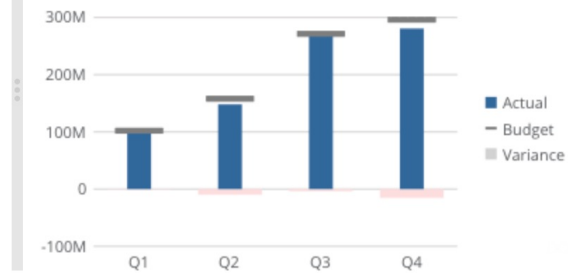
Sales Attainment

96% Attainment %



Target Variance Trend

$-\$29.8\text{M}$ Target Variance



YoY Actual Variance

$\$57.7\text{M}$ Prior Year Variance

	Q1	Q2	Q3	Q4
South	$-\$3.03\text{M}$	$\$5.37\text{M}$	$\$13.6\text{M}$	$\$3.96\text{M}$
East	$\$7.14\text{M}$	$\$3.50\text{M}$	$\$5.81\text{M}$	$\$5.24\text{M}$
West	$\$3.16\text{M}$	$\$689\text{K}$	$\$23.7\text{M}$	$-\$13.3\text{M}$
North	$\$4.94\text{M}$	$-\$1.91\text{M}$	$-\$2.60\text{M}$	$\$1.43\text{M}$

$-\$13\text{M}$ $\$24\text{M}$

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