

Sales Team Operations Report - December 2021 (East)

1/1/2022

Region	State	Category	Sales (Total)	Profit (Total)	Qty. sold (Total)	Discount (Avg.)	Discount (Total)	Profit margin (Avg.)	Shipping time (Avg. days)
East	Connecticut	Furniture	\$1,106.56	\$99.77	8	0%	-	28%	5.33
		Office Supplies	\$457.09	\$46.07	13	0%	-	41%	1.67
		Subtotal	\$1,563.65	\$437.50	21	0%	-	35%	3.50
	Massachusetts	Furniture	\$526.58	(\$52.66)	2	30%	\$157.97	-10%	4.00
		Office Supplies	\$439.80	\$16.14	27	0%	-	29%	3.43
		Technology	\$2,308.78	\$252.02	10	0%	-	24%	4.33
		Subtotal	\$3,275.16	\$816.38	39	3%	\$157.97	24%	3.73
	New Jersey	Furniture	\$498.15	\$21.77	7	0%	-	14%	6.00
		Office Supplies	\$1,041.41	\$76.35	25	0%	-	38%	5.67
		Technology	\$313.77	\$46.31	6	0%	-	35%	5.50
		Subtotal	\$1,853.33	\$616.01	38	0%	-	31%	5.73
	New York	Furniture	\$2,671.07	\$25.75	36	6%	\$301.99	21%	4.69
		Office Supplies	\$3,614.21	\$30.55	127	8%	\$77.64	36%	4.79
		Technology	\$420.10	\$15.58	18	0%	-	25%	4.50
		Subtotal	\$6,705.38	\$1,467.07	181	6%	\$379.63	31%	4.74
	Ohio	Furniture	\$280.77	(\$51.47)	4	30%	\$110.77	-8%	3.50
		Office Supplies	\$492.75	\$6.12	50	35%	\$111.07	-10%	4.00
		Technology	\$1,232.45	\$20.20	20	32%	\$435.60	5%	2.80
		Subtotal	\$2,005.97	\$77.68	74	34%	\$657.43	-6%	3.65
	Pennsylvania	Furniture	\$1,650.75	(\$4.70)	41	25%	\$440.82	2%	3.60
		Office Supplies	\$899.15	(\$29.92)	56	38%	\$509.28	-11%	4.29
		Technology	\$417.12	(\$9.25)	14	30%	\$112.81	1%	4.00
		Subtotal	\$2,967.02	(\$502.77)	111	32%	\$1,062.91	-4%	4.00
	Rhode Island	Furniture	\$220.98	\$50.83	1	0%	-	23%	5.00
		Office Supplies	\$1,287.90	\$97.40	12	0%	-	16%	3.50
		Subtotal	\$1,508.88	\$245.63	13	0%	-	18%	4.00
	Vermont	Technology	\$205.03	\$67.66	7	0%	-	33%	5.00
		Subtotal	\$205.03	\$67.66	7	0%	-	33%	5.00
	Total		\$20,084.42	\$3,225.16	484	15%	\$2,257.94	17%	4.35

Sales Team Operations Report - December 2021 (South)

1/1/2022

Region	State	Category	Sales (Total)	Profit (Total)	Qty. sold (Total)	Discount (Avg.)	Discount (Total)	Profit margin (Avg.)	Shipping time (Avg. days)
South	Alabama	Furniture	\$141.96	\$35.49	2	0%	-	25%	4.00
		Office Supplies	\$728.80	\$116.43	10	0%	-	43%	4.00
		Technology	\$90.48	\$23.52	2	0%	-	26%	4.00
		Subtotal	\$961.24	\$408.29	14	0%	-	36%	4.00
	Arkansas	Office Supplies	\$657.90	\$34.69	13	0%	-	31%	5.00
		Technology	\$699.52	\$75.77	12	0%	-	31%	5.67
		Subtotal	\$1,357.42	\$366.05	25	0%	-	31%	5.29
	Florida	Furniture	\$826.76	(\$105.16)	13	26%	\$345.82	-5%	4.25
		Office Supplies	\$115.02	(\$6.25)	12	33%	\$45.83	-4%	4.25
		Technology	\$241.56	(\$5.52)	7	30%	\$84.31	-4%	3.67
		Subtotal	\$1,183.34	(\$462.18)	32	30%	\$475.97	-5%	4.09
	Kentucky	Furniture	\$2,072.02	\$138.76	17	0%	-	27%	3.00
		Office Supplies	\$424.13	\$14.01	19	0%	-	32%	3.00
		Technology	\$1,617.43	\$235.34	11	0%	-	39%	3.00
		Subtotal	\$4,113.58	\$1,373.14	47	0%	-	32%	3.00
	Louisiana	Furniture	\$232.88	\$60.55	4	0%	-	26%	4.00
		Office Supplies	\$1,665.62	\$33.31	2	0%	-	2%	2.00
		Technology	\$479.97	\$239.98	3	0%	-	50%	4.00
		Subtotal	\$2,378.47	\$333.84	9	0%	-	26%	3.33
	Mississippi	Office Supplies	\$366.48	\$55.89	12	0%	-	38%	5.00
		Technology	\$690.94	\$94.06	10	0%	-	30%	5.00
		Subtotal	\$1,057.42	\$393.95	22	0%	-	33%	5.00
	North Carolina	Office Supplies	\$143.90	(\$0.77)	23	30%	\$43.17	-2%	5.80
		Subtotal	\$143.90	(\$3.84)	23	30%	\$43.17	-2%	5.80
	South Carolina	Furniture	\$14.76	\$4.28	2	0%	-	29%	5.00
		Office Supplies	\$23.88	\$11.22	6	0%	-	47%	5.00
		Subtotal	\$38.64	\$15.50	8	0%	-	38%	5.00
	Tennessee	Furniture	\$1,007.66	(\$115.12)	10	30%	\$388.52	0%	5.00
		Office Supplies	\$403.92	(\$7.56)	26	20%	\$80.78	2%	5.33
		Technology	\$695.86	(\$132.48)	4	35%	\$333.87	-13%	5.50
		Subtotal	\$2,107.44	(\$540.54)	40	25%	\$803.18	-1%	5.30
	Virginia	Furniture	\$1,289.24	\$91.60	13	0%	-	24%	3.67
		Office Supplies	\$579.03	\$84.14	6	0%	-	30%	3.50
		Subtotal	\$1,868.27	\$443.06	19	0%	-	26%	3.60
	Total		\$15,209.72	\$2,327.27	239	11%	\$1,322.32	19%	4.29

Sales Team Operations Report - December 2021 (West)

1/1/2022

Region	State	Category	Sales (Total)	Profit (Total)	Qty. sold (Total)	Discount (Avg.)	Discount (Total)	Profit margin (Avg.)	Shipping time (Avg. days)
West	Arizona	Furniture	\$1,033.47	(\$9.29)	9	30%	\$261.46	-13%	5.67
		Office Supplies	\$500.26	\$30.53	14	53%	\$140.48	-36%	2.67
		Subtotal	\$1,533.73	\$63.71	23	42%	\$401.94	-25%	4.17
	California	Furniture	\$6,796.83	\$8.15	90	12%	\$1,057.94	9%	4.24
		Office Supplies	\$5,872.35	\$26.97	234	5%	\$154.26	37%	3.66
		Technology	\$6,648.85	\$147.18	49	12%	\$1,106.81	21%	3.54
		Subtotal	\$19,318.03	\$3,858.92	373	7%	\$2,319.02	30%	3.74
	Colorado	Furniture	\$1,829.40	(\$57.52)	40	33%	\$538.07	-27%	3.63
		Office Supplies	\$342.29	(\$2.14)	41	35%	\$90.75	-18%	3.60
		Technology	\$1,268.40	\$15.41	31	20%	\$253.68	6%	3.71
		Subtotal	\$3,440.09	(\$373.62)	112	30%	\$882.50	-14%	3.64
	Idaho	Office Supplies	\$21.31	\$7.99	3	20%	\$4.26	37%	6.00
		Subtotal	\$21.31	\$7.99	3	20%	\$4.26	37%	6.00
	Nevada	Furniture	\$1,669.60	\$116.87	4	0%	-	7%	4.00
		Subtotal	\$1,669.60	\$116.87	4	0%	-	7%	4.00
	New Mexico	Office Supplies	\$182.47	\$11.28	17	0%	-	35%	4.00
		Technology	\$67.04	\$6.70	4	20%	\$13.41	10%	4.00
		Subtotal	\$249.51	\$63.12	21	3%	\$13.41	31%	4.00
	Washington	Furniture	\$1,033.13	\$33.48	28	0%	-	32%	4.43
		Office Supplies	\$2,306.45	\$14.29	61	10%	\$65.11	29%	3.36
		Technology	\$80.26	(\$1.05)	6	10%	\$6.24	-6%	1.50
		Subtotal	\$3,419.84	\$432.29	95	7%	\$71.35	27%	3.52
	Total		\$29,652.11	\$4,169.28	631	12%	\$3,692.47	20%	3.74

Sales Team Operations Report - December 2021 (Central)

1/1/2022

Region	State	Category	Sales (Total)	Profit (Total)	Qty. sold (Total)	Discount (Avg.)	Discount (Total)	Profit margin (Avg.)	Shipping time (Avg. days)
Central	Illinois	Furniture	\$1,047.19	(\$51.13)	20	53%	\$438.17	-49%	2.25
		Office Supplies	\$2,418.58	(\$280.27)	46	38%	\$1,627.02	-30%	3.50
		Technology	\$436.23	\$16.65	16	20%	\$87.25	14%	3.25
		Subtotal	\$3,902.00	(\$3,145.17)	82	40%	\$2,152.43	-29%	3.00
	Indiana	Office Supplies	\$756.99	\$20.44	25	0%	-	35%	5.00
		Technology	\$99.39	\$40.75	3	0%	-	41%	3.00
		Subtotal	\$856.38	\$183.85	28	0%	-	36%	4.75
	Iowa	Office Supplies	\$57.43	\$8.89	9	0%	-	47%	4.00
		Subtotal	\$57.43	\$26.66	9	0%	-	47%	4.00
	Michigan	Furniture	\$2,871.43	\$236.50	12	0%	-	23%	3.33
		Office Supplies	\$646.58	\$20.14	41	0%	-	37%	4.55
		Technology	\$521.80	\$43.04	14	0%	-	34%	3.50
		Subtotal	\$4,039.81	\$1,103.23	67	0%	-	34%	4.11
	Minnesota	Furniture	\$607.52	\$97.20	2	0%	-	16%	4.00
		Office Supplies	\$39.96	\$5.17	7	0%	-	27%	4.00
		Technology	\$542.75	\$86.99	6	0%	-	29%	4.00
		Subtotal	\$1,190.23	\$281.51	15	0%	-	25%	4.00
	Missouri	Office Supplies	\$839.43	\$218.25	3	0%	-	26%	5.00
		Subtotal	\$839.43	\$218.25	3	0%	-	26%	5.00
	Nebraska	Furniture	\$15.92	\$7.00	2	0%	-	44%	-
		Office Supplies	\$785.18	\$26.53	5	0%	-	25%	-
		Technology	\$2,479.96	\$743.99	4	0%	-	30%	4.00
		Subtotal	\$3,281.06	\$804.04	11	0%	-	31%	1.00
	North Dakota	Office Supplies	\$28.38	\$6.78	6	0%	-	42%	5.00
		Subtotal	\$28.38	\$13.56	6	0%	-	42%	5.00
	Oklahoma	Office Supplies	\$10.80	\$5.18	5	0%	-	48%	4.00
		Subtotal	\$10.80	\$5.18	5	0%	-	48%	4.00
	Texas	Furniture	\$1,402.95	(\$25.17)	18	45%	\$432.08	-40%	3.67
		Office Supplies	\$1,076.57	(\$46.30)	94	43%	\$505.06	-65%	4.48
		Technology	\$219.80	\$24.73	5	20%	\$43.96	11%	4.00
		Subtotal	\$2,699.32	(\$1,191.17)	117	43%	\$981.10	-57%	4.30
	Wisconsin	Furniture	\$559.87	\$32.19	9	0%	-	16%	5.50
		Office Supplies	\$1,210.89	\$88.59	11	0%	-	37%	4.75
		Technology	\$207.45	\$21.46	6	0%	-	28%	5.50
		Subtotal	\$1,978.21	\$461.65	26	0%	-	29%	5.13
	Total		\$18,883.05	(\$1,238.41)	369	21%	\$3,133.53	-6%	3.95