

		Region									
		All Regions		Central		Eastern		Southern		Western	
		Measures		Measures		Measures		Measures		Measures	
Positions	Department	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual
All Positions	Marketing & Communication	13,770,267.00	13,910,753.00	3,582,552.00	3,590,423.00	3,383,905.00	3,440,110.00	3,401,905.00	3,440,110.00	3,401,905.00	3,440,110.00
Account Executive	Marketing & Communication										
Administration	Marketing & Communication										
Administrative Assistant	Marketing & Communication										
Analyst Relations	Marketing & Communication	1,212,625.00	1,133,375.00	443,500.00	383,375.00	254,375.00	250,000.00	257,375.00	250,000.00	257,375.00	250,000.00
CEO	Marketing & Communication										
CFO	Marketing & Communication										
CMO	Marketing & Communication	3,450,094.00	3,583,061.00	760,990.00	827,861.00	894,368.00	918,400.00	897,368.00	918,400.00	897,368.00	918,400.00
CTO	Marketing & Communication										
Controller	Marketing & Communication										
Corporate Compliance	Marketing & Communication										
District Manager	Marketing & Communication										
EOE	Marketing & Communication										
Engineer	Marketing & Communication										
Graphics	Marketing & Communication	3,221,125.00	3,332,375.00	728,500.00	782,375.00	828,875.00	850,000.00	831,875.00	850,000.00	831,875.00	850,000.00

		Region									
		All Regions		Central		Eastern		Southern		Western	
		Measures		Measures		Measures		Measures		Measures	
Positions	Department	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual
HR Generalists	Marketing & Communication										
HR Training	Marketing & Communication										
IS	Marketing & Communication										
Payroll	Marketing & Communication										
Pre-Sales	Marketing & Communication										
Press Relations	Marketing & Communication	1,786,084.00	1,761,226.00	524,872.00	497,296.00	418,404.00	421,310.00	421,404.00	421,310.00	421,404.00	421,310.00
Product Marketing Mgr	Marketing & Communication	2,773,899.00	2,842,731.00	665,040.00	693,531.00	700,953.00	716,400.00	703,953.00	716,400.00	703,953.00	716,400.00
QA Engineer	Marketing & Communication										
QA Manager	Marketing & Communication										
SVP HR	Marketing & Communication										
SVP Partnerships	Marketing & Communication										
SVP Services	Marketing & Communication										
SVP Strategic Development	Marketing & Communication										
SVP WW Operations	Marketing & Communication										
Sales Rep	Marketing & Communication										

		Region									
		All Regions		Central		Eastern		Southern		Western	
		Measures		Measures		Measures		Measures		Measures	
Positions	Department	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual
Senior Consultant	Marketing & Communication										
Senior Engineer	Marketing & Communication										
Senior Sales Rep	Marketing & Communication										
Services Mgr	Marketing & Communication										
Staff Consultant	Marketing & Communication										
Trainer	Marketing & Communication										
VP Engineering	Marketing & Communication										
Writer	Marketing & Communication	1,326,440.00	1,257,985.00	459,650.00	405,985.00	286,930.00	284,000.00	289,930.00	284,000.00	289,930.00	284,000.00