Missouri, Tennessee, and Illinois Completed Jobs' Business Unit Count for New and Existing Customers

Data from 1/1/2022 to 7/24/2024
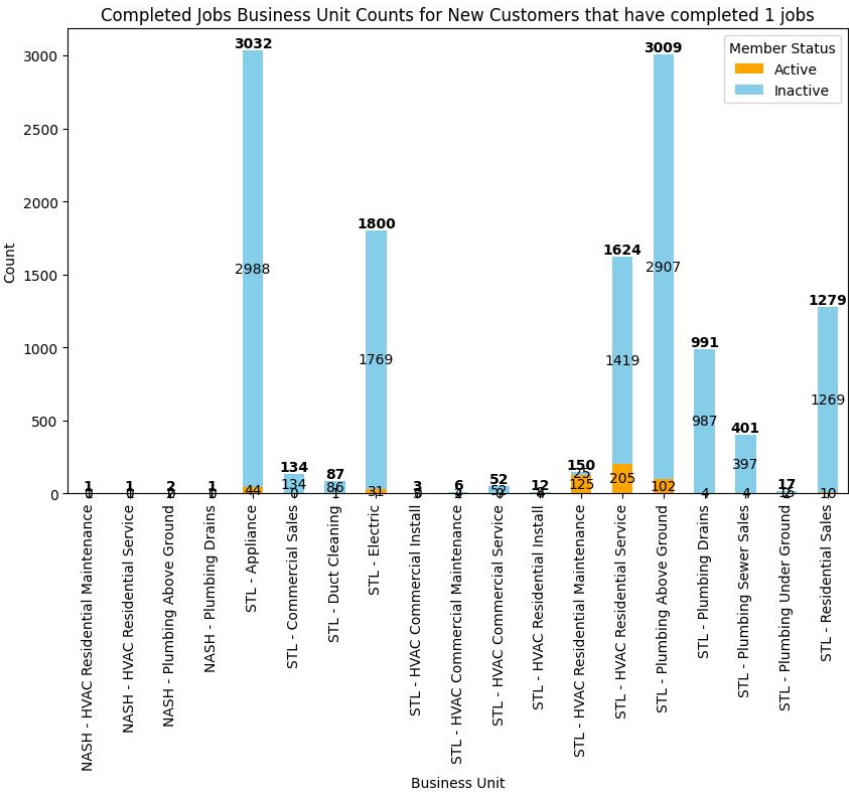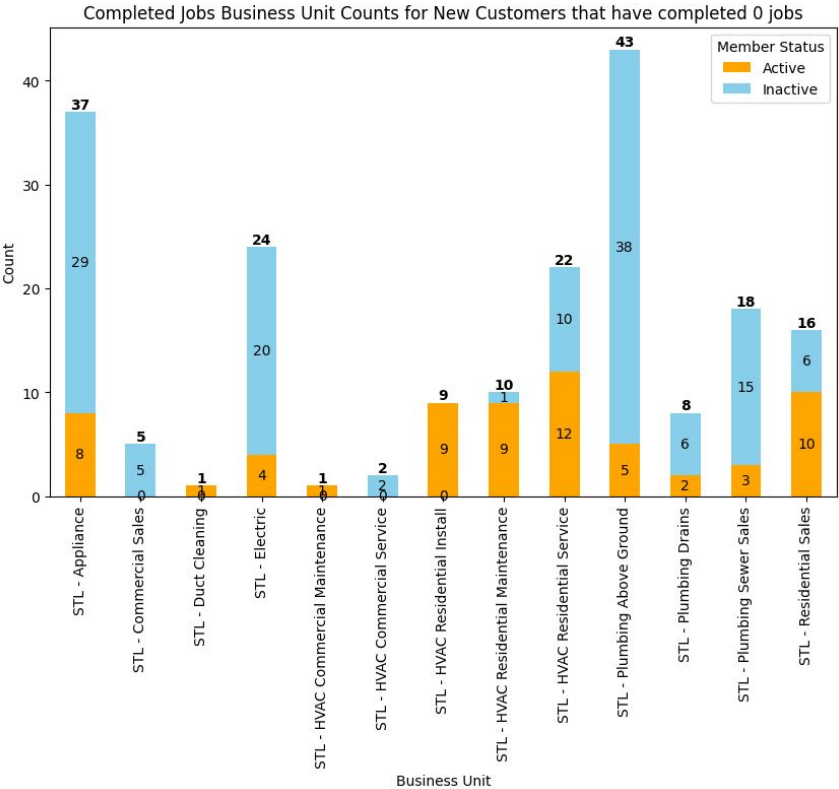
Missouri - Completed Jobs' Business Unit Count (New Customers)

Business Unit	0	1	2	3	4	5+
Imported Default Businessunit	0.0	0.0	0.0	0.0	0.0	1.0
STL - Appliance	37.0	3032.0	2190.0	1201.0	716.0	2243.0
STL - Commercial Sales	5.0	134.0	42.0	15.0	10.0	42.0
STL - Duct Cleaning	1.0	87.0	35.0	33.0	53.0	210.0
STL - Electric	24.0	1800.0	869.0	478.0	384.0	1495.0
STL - Filter Shipments	0.0	0.0	5.0	8.0	12.0	46.0
STL - HVAC Commercial Install	0.0	3.0	11.0	6.0	12.0	47.0
STL - HVAC Commercial Maintenance	1.0	6.0	13.0	14.0	14.0	86.0
STL - HVAC Commercial Service	2.0	52.0	59.0	60.0	31.0	155.0
STL - HVAC Residential Install	9.0	12.0	101.0	248.0	252.0	1133.0
STL - HVAC Residential Maintenance	10.0	150.0	422.0	592.0	633.0	2630.0
STL - HVAC Residential Service	22.0	1624.0	1251.0	690.0	598.0	1900.0
STL - Plumbing Above Ground	43.0	3009.0	1972.0	1161.0	799.0	2956.0
STL - Plumbing Drains	8.0	991.0	787.0	477.0	304.0	738.0
STL - Plumbing Sewer Sales	18.0	401.0	411.0	218.0	119.0	292.0
STL - Plumbing Under Ground	0.0	17.0	139.0	124.0	94.0	292.0
STL - Residential Sales	16.0	1279.0	556.0	345.0	274.0	911.0

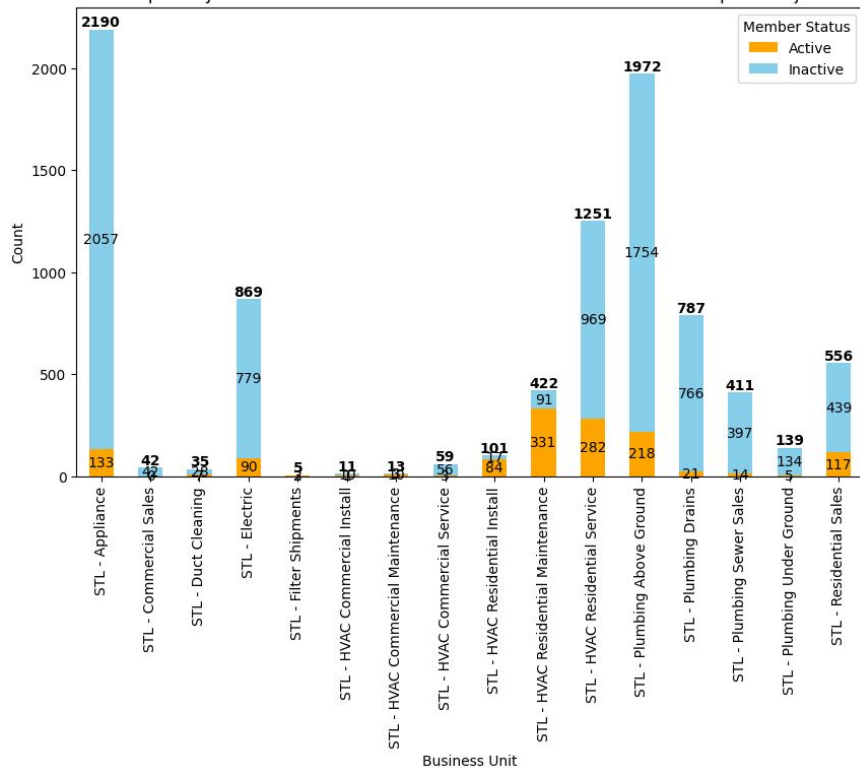# Missouri - Completed Jobs' Business Unit Count (New Customers, percentages)

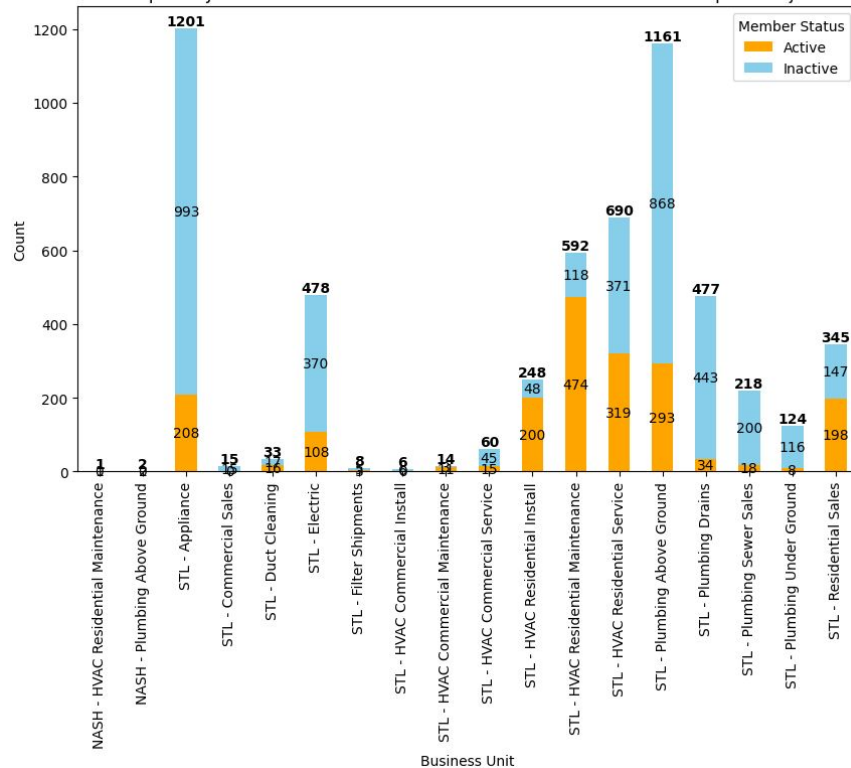| Business Unit	0	1	2	3	4	5+
STL - Appliance	18.88	24.06	24.71	21.17	16.63	14.77
STL - Commercial Sales	2.55	1.06	0.47	0.26	0.23	0.28
STL - Duct Cleaning	0.51	0.69	0.39	0.58	1.23	1.38
STL - Electric	12.24	14.28	9.8	8.43	8.92	9.84
STL - Filter Shipments	0.0	0.0	0.06	0.14	0.28	0.3
STL - HVAC Commercial Install	0.0	0.02	0.12	0.11	0.28	0.31
STL - HVAC Commercial Maintenance	0.51	0.05	0.15	0.25	0.33	0.57
STL - HVAC Commercial Service	1.02	0.41	0.67	1.06	0.72	1.02
STL - HVAC Residential Install	4.59	0.1	1.14	4.37	5.85	7.46
STL - HVAC Residential Maintenance	5.1	1.19	4.76	10.44	14.7	17.32
STL - HVAC Residential Service	11.22	12.89	14.11	12.16	13.89	12.51
STL - Plumbing Above Ground	21.94	23.88	22.25	20.47	18.56	19.46
STL - Plumbing Drains	4.08	7.86	8.88	8.41	7.06	4.86
STL - Plumbing Sewer Sales	9.18	3.18	4.64	3.84	2.76	1.92
STL - Plumbing Under Ground	0.0	0.13	1.57	2.19	2.18	1.92
STL - Residential Sales	8.16	10.15	6.27	6.08	6.36	6.0

Missouri - Completed Jobs' Business Unit Count (New Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 0 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 1 jobs

# Missouri - Completed Jobs' Business Unit Count (New Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 2 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 3 jobs

Missouri - Completed Jobs' Business Unit Count (New Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 4 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 5+ jobs
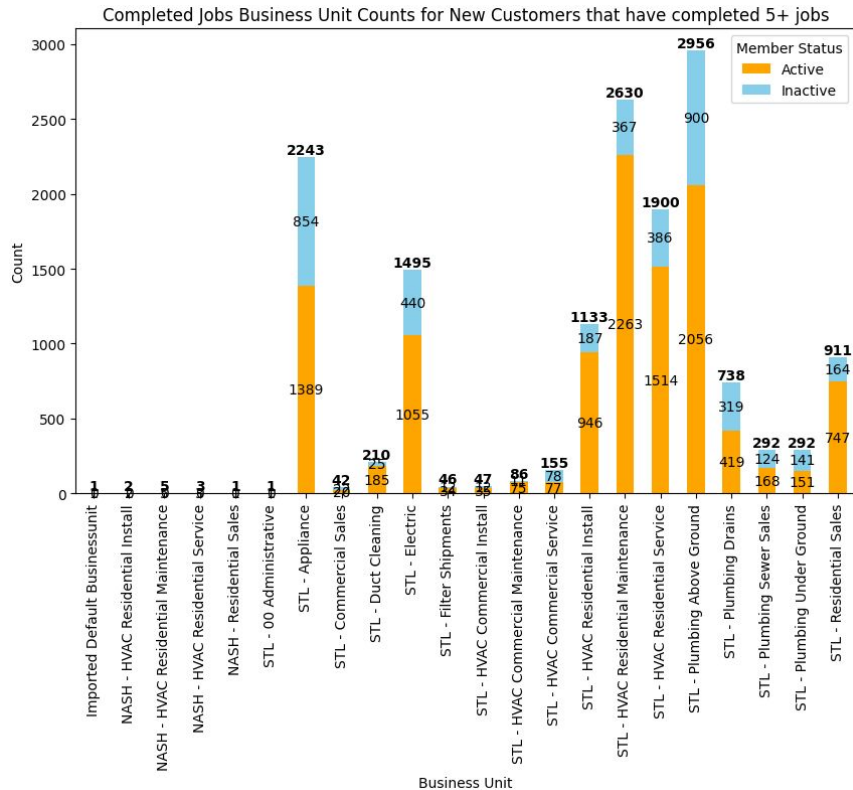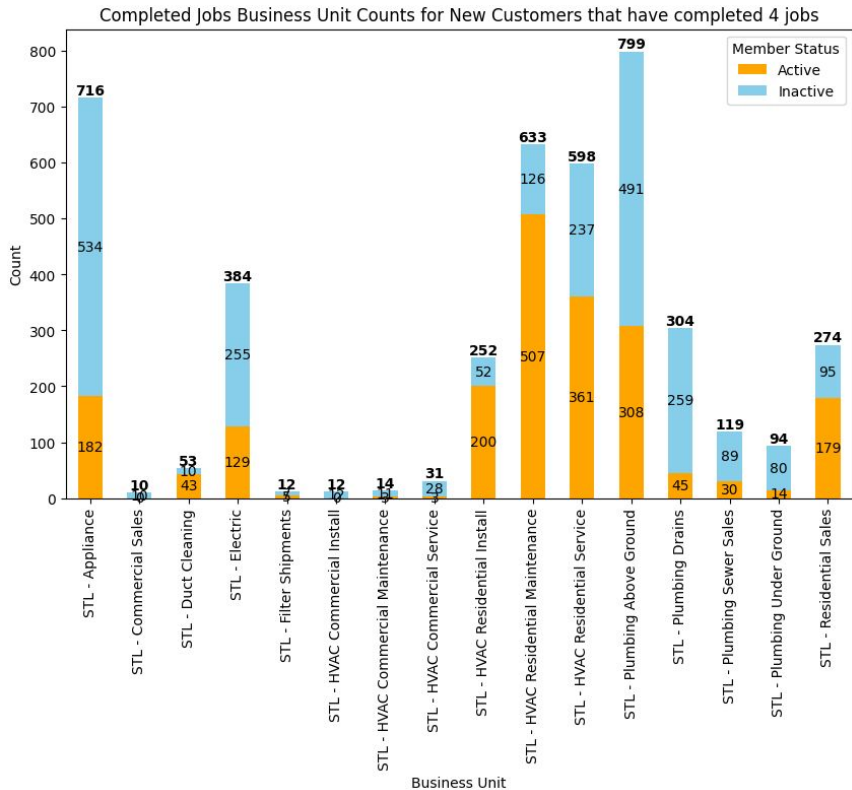
Business Unit	Active	Inactive
Imported Default Business Unit	1.0	0.0
NASH - HVAC Residential Install	2.0	0.0
NASH - HVAC Residential Maintenance	5.0	0.0
NASH - HVAC Residential Service	3.0	0.0
NASH - Residential Sales	1.0	0.0
STL - 00 Administrative	1.0	0.0
STL - Appliance	1389.0	854.0
STL - Commercial Sales	20.0	22.0
STL - Duct Cleaning	185.0	25.0
STL - Electric	1055.0	440.0
STL - Filter Shipments	34.0	12.0
STL - HVAC Commercial Install	35.0	12.0
STL - HVAC Commercial Maintenance	75.0	11.0
STL - HVAC Commercial Service	77.0	78.0
STL - HVAC Residential Install	946.0	187.0
STL - HVAC Residential Maintenance	2263.0	367.0
STL - HVAC Residential Service	1514.0	386.0
STL - Plumbing Above Ground	2056.0	900.0
STL - Plumbing Drains	419.0	319.0
STL - Plumbing Sewer Sales	168.0	124.0
STL - Plumbing Under Ground	151.0	141.0
STL - Residential Sales	747.0	164.0

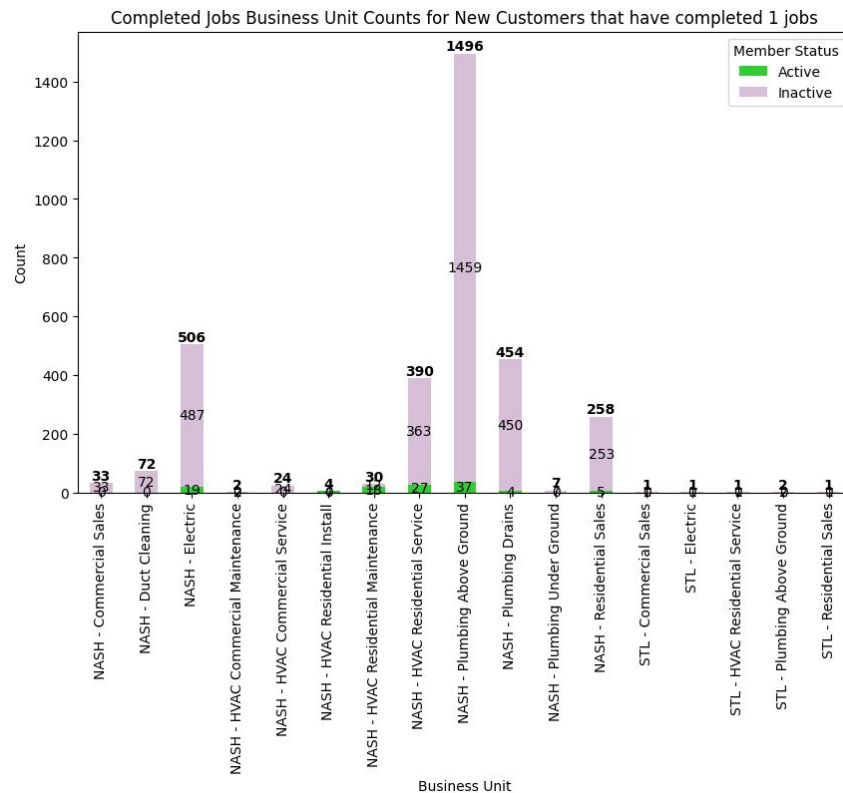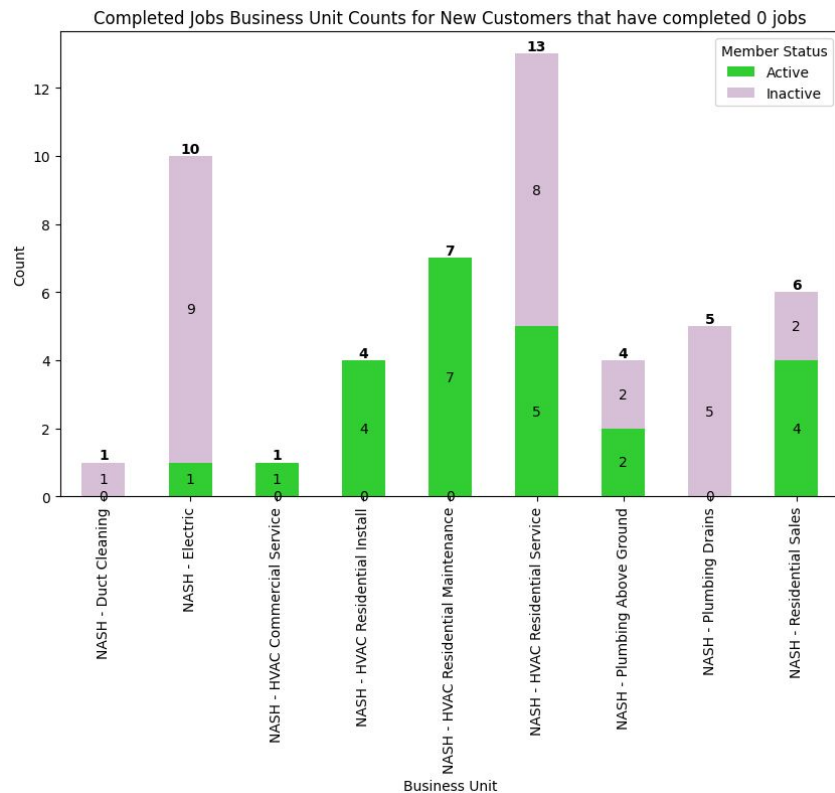# Missouri - Completed Jobs' Business Unit Count for Members and Non-Members (New Customers)

Tennessee - Completed Jobs' Business Unit Count (New Customers)

Business Unit	0	1	2	3	4	5+
NASH - 00 Administrative	0.0	0.0	0.0	0.0	0.0	1.0
NASH - Commercial Sales	0.0	33.0	8.0	2.5	0.0	2.5
NASH - Duct Cleaning	1.0	72.0	19.5	10.0	1.5	11.5
NASH - Electric	5.0	253.0	138.5	91.0	58.5	174.5
NASH - Filter Shipments	0.0	0.0	1.0	1.0	1.0	3.0
NASH - HVAC Commercial Install	0.0	0.0	0.0	1.0	0.0	5.5
NASH - HVAC Commercial Maintenance	0.0	2.0	1.0	4.0	1.0	10.0
NASH - HVAC Commercial Service	1.0	24.0	20.0	5.5	6.0	22.5
NASH - HVAC Residential Install	4.0	4.0	5.5	18.0	26.5	129.5
NASH - HVAC Residential Maintenance	7.0	15.0	47.5	73.5	65.5	251.5
NASH - HVAC Residential Service	6.5	195.0	163.0	110.5	78.5	340.5
NASH - Plumbing Above Ground	2.0	748.0	362.0	195.5	131.5	410.0
NASH - Plumbing Drains	5.0	227.0	97.0	45.5	35.0	101.0
NASH - Plumbing Under Ground	0.0	7.0	18.0	7.0	4.5	19.5
NASH - Residential Sales	3.0	129.0	65.5	35.5	30.5	130.0

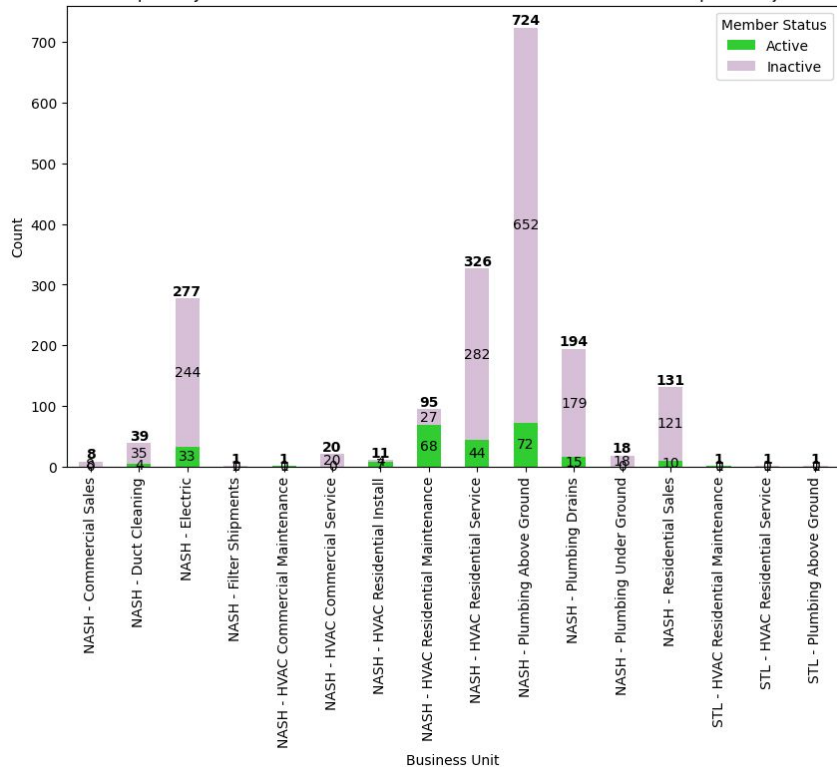# Tennessee - Completed Jobs' Business Unit Count (New Customers, percentages)

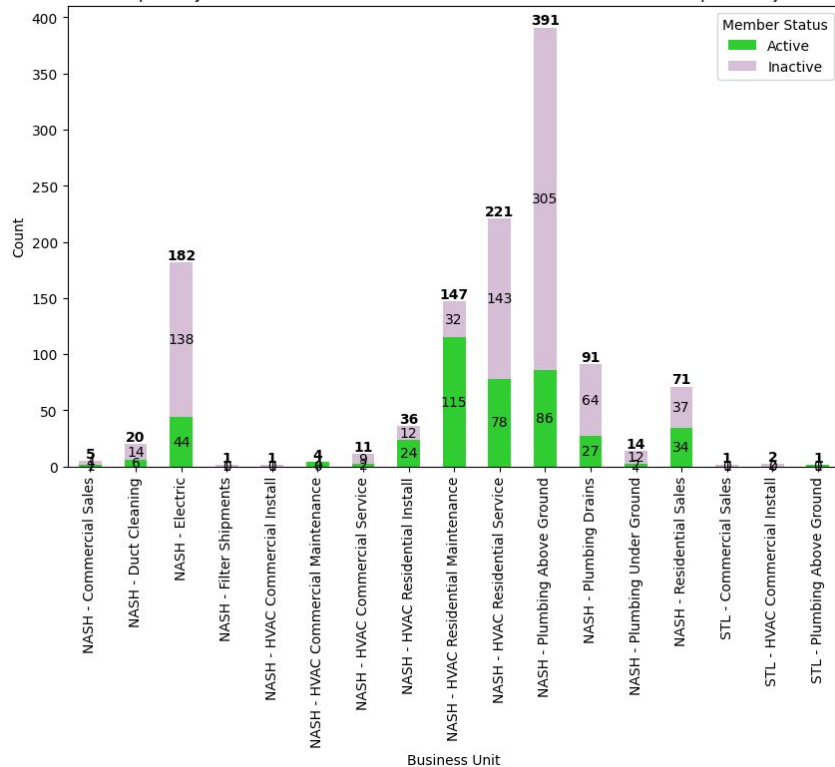| Business Unit	0	1	2	3	4	5+
NASH - 00 Administrative	0.0	0.0	0.0	0.0	0.0	0.06
NASH - Commercial Sales	0.0	1.92	0.84	0.41	0.0	0.15
NASH - Duct Cleaning	2.9	4.2	2.05	1.65	0.34	0.71
NASH - Electric	14.49	14.75	14.59	15.05	13.3	10.7
NASH - Filter Shipments	0.0	0.0	0.11	0.17	0.23	0.18
NASH - HVAC Commercial Install	0.0	0.0	0.0	0.17	0.0	0.34
NASH - HVAC Commercial Maintenance	0.0	0.12	0.11	0.66	0.23	0.61
NASH - HVAC Commercial Service	2.9	1.4	2.11	0.91	1.36	1.38
NASH - HVAC Residential Install	11.59	0.23	0.58	2.98	6.02	7.94
NASH - HVAC Residential Maintenance	20.29	0.87	5.0	12.16	14.89	15.42
NASH - HVAC Residential Service	18.84	11.37	17.17	18.28	17.84	20.88
NASH - Plumbing Above Ground	5.8	43.62	38.13	32.34	29.89	25.15
NASH - Plumbing Drains	14.49	13.24	10.22	7.53	7.95	6.19
NASH - Plumbing Under Ground	0.0	0.41	1.9	1.16	1.02	1.2
NASH - Residential Sales	8.7	7.52	6.9	5.87	6.93	7.97

Tennessee - Completed Jobs' Business Unit Count (New Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 0 jobs
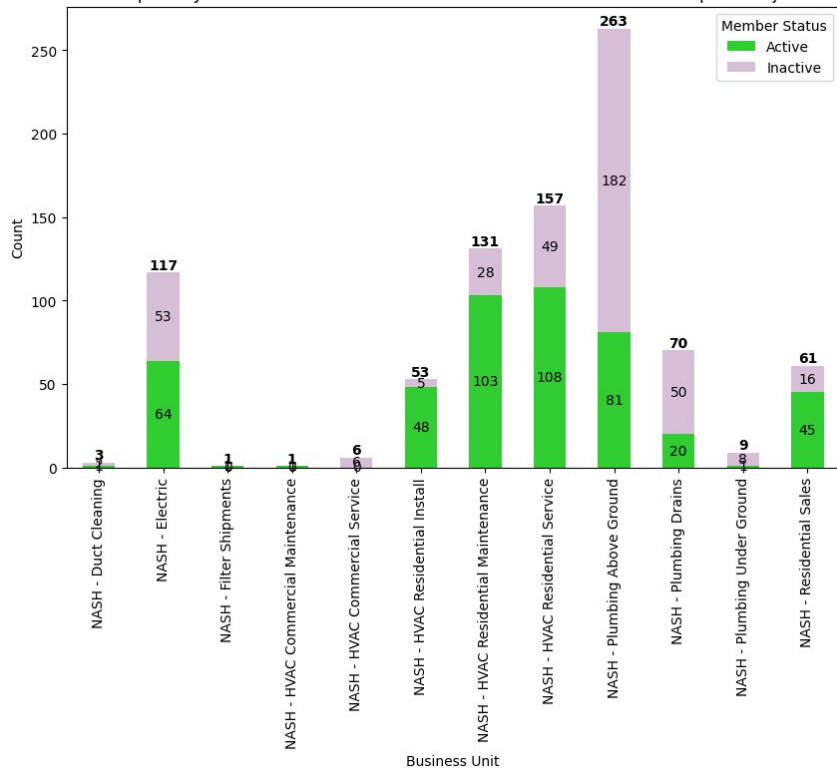
Completed Jobs Business Unit Counts for New Customers that have completed 1 jobs

Tennessee - Completed Jobs' Business Unit Count (New Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 2 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 3 jobs
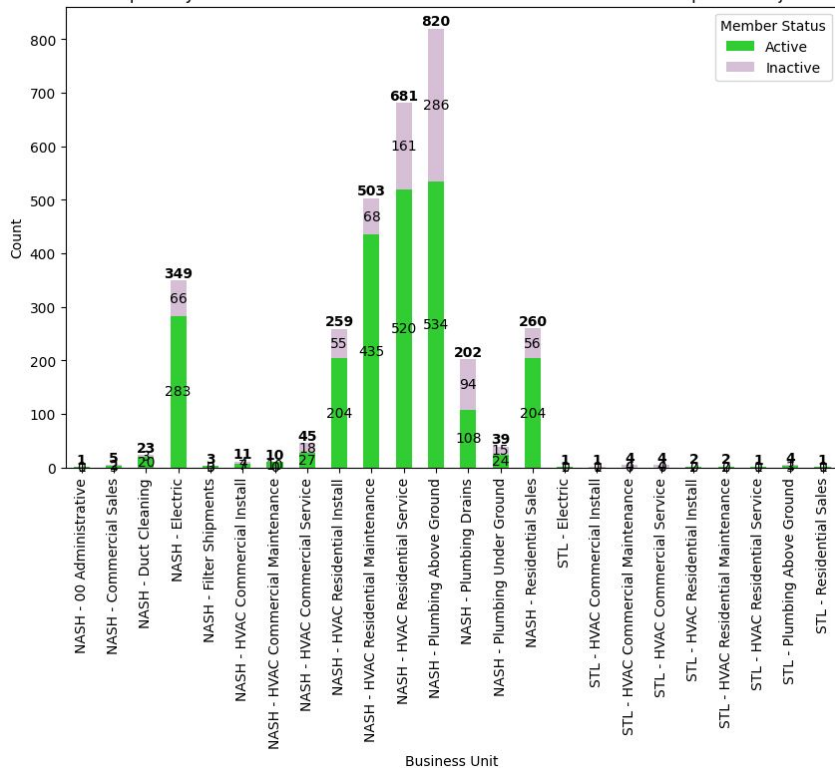
Tennessee - Completed Jobs' Business Unit Count (New Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 4 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 5+ jobs

Business Unit	Active	Inactive
NASH - 00 Administrative	1.0	0.0
NASH - Commercial Sales	3.0	2.0
NASH - Duct Cleaning	20.0	3.0
NASH - Electric	283.0	66.0
NASH - Filter Shipments	3.0	0.0
NASH - HVAC Commercial Install	7.0	4.0
NASH - HVAC Commercial Maintenance	10.0	0.0
NASH - HVAC Commercial Service	27.0	18.0
NASH - HVAC Residential Install	204.0	55.0
NASH - HVAC Residential Maintenance	435.0	68.0
NASH - HVAC Residential Service	520.0	161.0
NASH - Plumbing Above Ground	534.0	286.0
NASH - Plumbing Drains	108.0	94.0
NASH - Plumbing Under Ground	24.0	15.0
NASH - Residential Sales	204.0	56.0
STL - Electric	1.0	0.0
STL - HVAC Commercial Install	0.0	1.0
STL - HVAC Commercial Maintenance	0.0	4.0
STL - HVAC Commercial Service	0.0	4.0
STL - HVAC Residential Install	2.0	0.0
STL - HVAC Residential Maintenance	2.0	0.0
STL - HVAC Residential Service	1.0	0.0
STL - Plumbing Above Ground	3.0	1.0
STL - Residential Sales	1.0	0.0

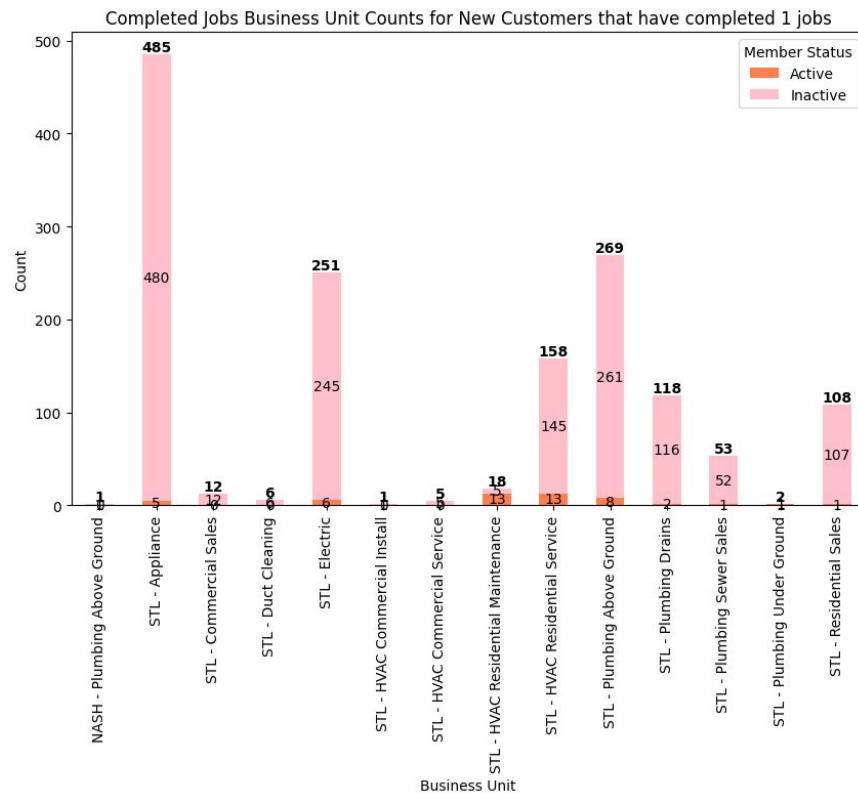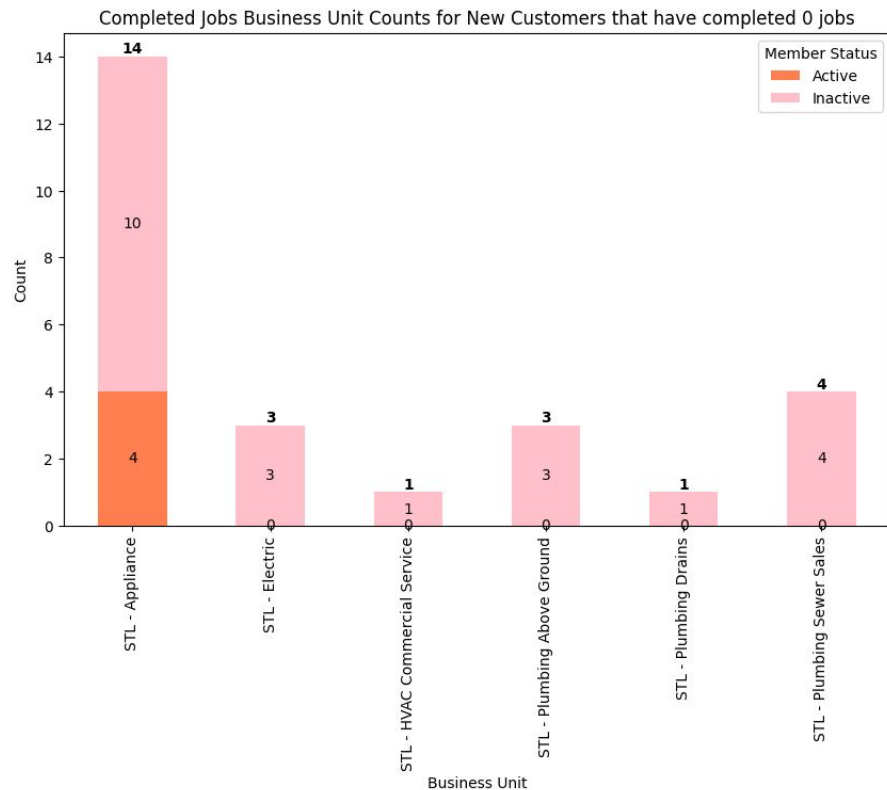Tennessee- Completed Jobs' Business Unit Count for Members and Non-Members (New Customers)

Illinois- Completed Jobs' Business Unit Count (New Customers)

Business Unit	0	1	2	3	4	5+
STL - Appliance	7.0	242.5	162.0	75.5	48.0	96.5
STL - Commercial Sales	0.0	12.0	7.0	1.0	0.0	2.5
STL - Duct Cleaning	0.0	6.0	0.0	3.5	1.0	6.0
STL - Electric	3.0	125.5	61.0	23.0	7.0	36.5
STL - Filter Shipments	0.0	0.0	0.0	1.0	1.0	5.5
STL - HVAC Commercial Install	0.0	1.0	0.0	0.0	0.0	1.0
STL - HVAC Commercial Maintenance	0.0	0.0	0.0	3.0	0.0	17.0
STL - HVAC Commercial Service	1.0	5.0	7.0	5.0	0.0	21.0
STL - HVAC Residential Install	0.0	0.0	4.5	11.0	6.0	38.0
STL - HVAC Residential Maintenance	0.0	9.0	18.0	30.0	31.0	109.5
STL - HVAC Residential Service	0.0	79.0	49.0	27.5	18.5	76.5
STL - Plumbing Above Ground	3.0	134.5	76.0	46.5	27.0	85.0
STL - Plumbing Drains	1.0	59.0	51.5	23.0	16.0	32.0
STL - Plumbing Sewer Sales	4.0	26.5	25.5	12.5	6.0	10.5
STL - Plumbing Under Ground	0.0	1.0	27.0	6.0	5.0	10.0
STL - Residential Sales	0.0	54.0	24.5	19.0	10.0	31.5

Illinois- Completed Jobs' Business Unit Count (New Customers, Percentages)

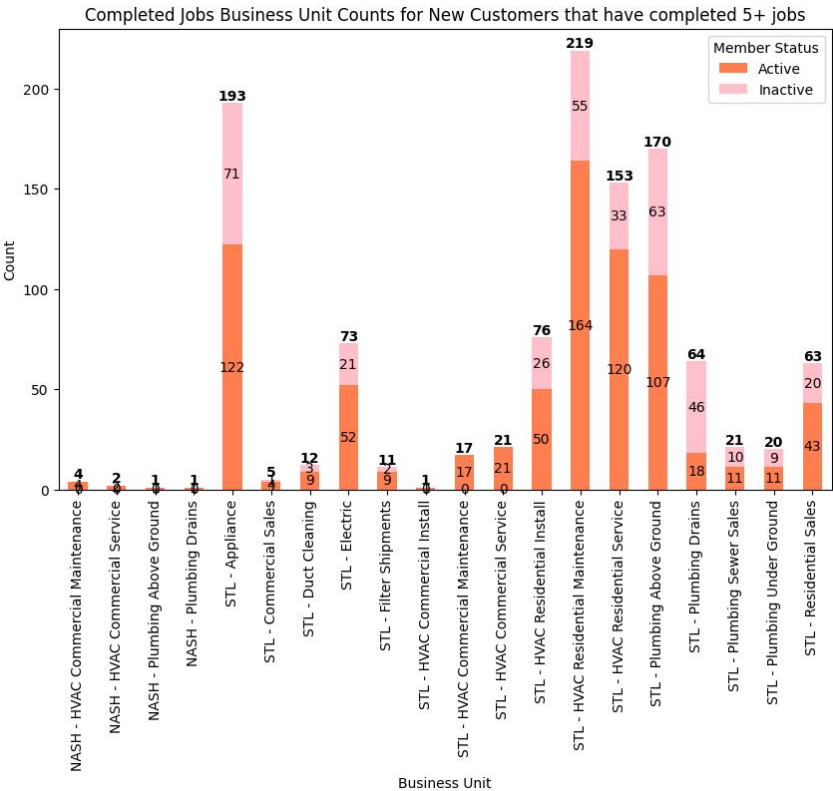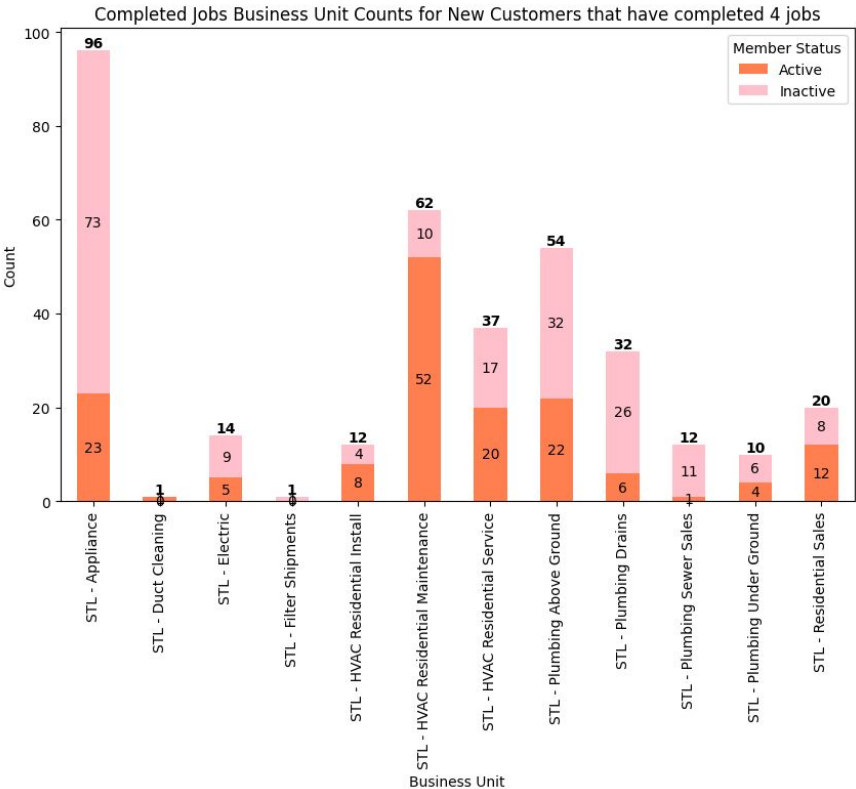| Business Unit	0	1	2	3	4	5+
STL - Appliance	36.84	32.08	31.58	26.26	27.2	16.44
STL - Commercial Sales	0.0	1.59	1.36	0.35	0.0	0.43
STL - Duct Cleaning	0.0	0.79	0.0	1.22	0.57	1.02
STL - Electric	15.79	16.6	11.89	8.0	3.97	6.22
STL - Filter Shipments	0.0	0.0	0.0	0.35	0.57	0.94
STL - HVAC Commercial Install	0.0	0.13	0.0	0.0	0.0	0.17
STL - HVAC Commercial Maintenance	0.0	0.0	0.0	1.04	0.0	2.9
STL - HVAC Commercial Service	5.26	0.66	1.36	1.74	0.0	3.58
STL - HVAC Residential Install	0.0	0.0	0.88	3.83	3.4	6.47
STL - HVAC Residential Maintenance	0.0	1.19	3.51	10.43	17.56	18.65
STL - HVAC Residential Service	0.0	10.45	9.55	9.57	10.48	13.03
STL - Plumbing Above Ground	15.79	17.79	14.81	16.17	15.3	14.48
STL - Plumbing Drains	5.26	7.8	10.04	8.0	9.07	5.45
STL - Plumbing Sewer Sales	21.05	3.51	4.97	4.35	3.4	1.79
STL - Plumbing Under Ground	0.0	0.13	5.26	2.09	2.83	1.7
STL - Residential Sales	0.0	7.14	4.78	6.61	5.67	5.37

Illinois- Completed Jobs' Business Unit Count (New Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 0 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 1 jobs

Illinois- Completed Jobs' Business Unit Count (New Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 2 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 3 jobs

Illinois- Completed Jobs' Business Unit Count (New Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 4 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 5+ jobs
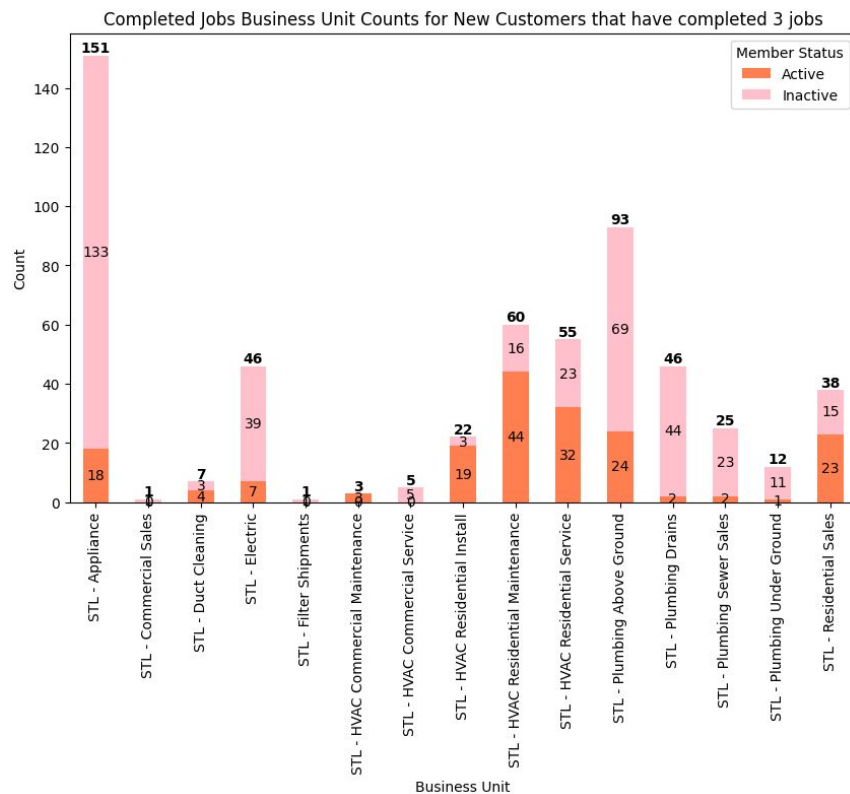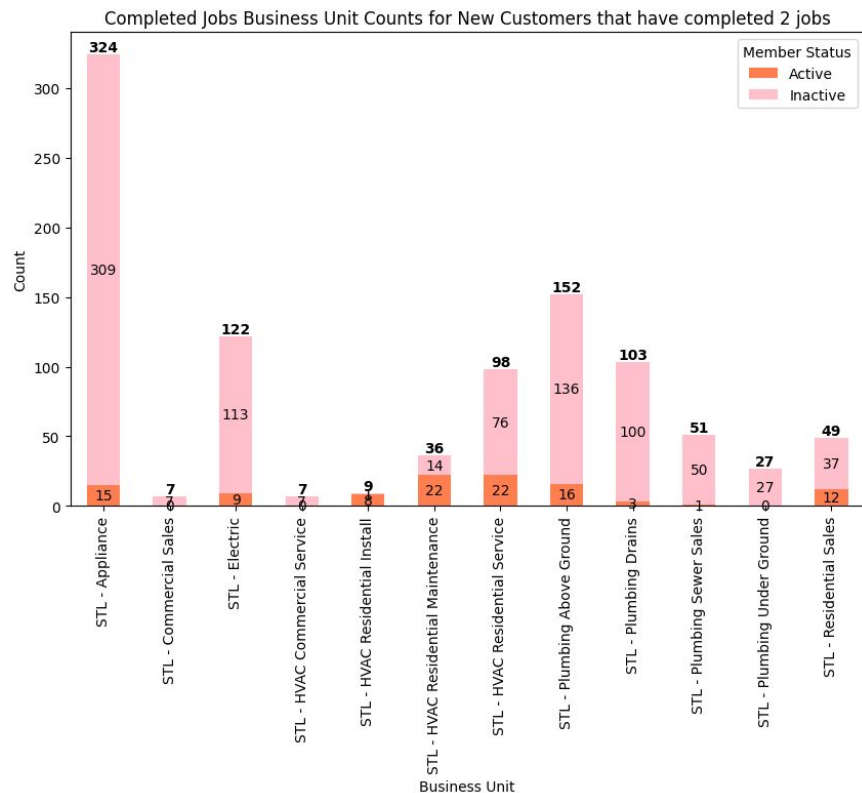
Business Unit	Active	Inactive
NASH - HVAC Commercial Maintenance	4.0	0.0
NASH - HVAC Commercial Service	2.0	0.0
NASH - Plumbing Above Ground	1.0	0.0
NASH - Plumbing Drains	1.0	0.0
STL - Appliance	122.0	71.0
STL - Commercial Sales	4.0	1.0
STL - Duct Cleaning	9.0	3.0
STL - Electric	52.0	21.0
STL - Filter Shipments	9.0	2.0
STL - HVAC Commercial Install	1.0	0.0
STL - HVAC Commercial Maintenance	17.0	0.0
STL - HVAC Commercial Service	21.0	0.0
STL - HVAC Residential Install	50.0	26.0
STL - HVAC Residential Maintenance	164.0	55.0
STL - HVAC Residential Service	120.0	33.0
STL - Plumbing Above Ground	107.0	63.0
STL - Plumbing Drains	18.0	46.0
STL - Plumbing Sewer Sales	11.0	10.0
STL - Plumbing Under Ground	11.0	9.0
STL - Residential Sales	43.0	20.0

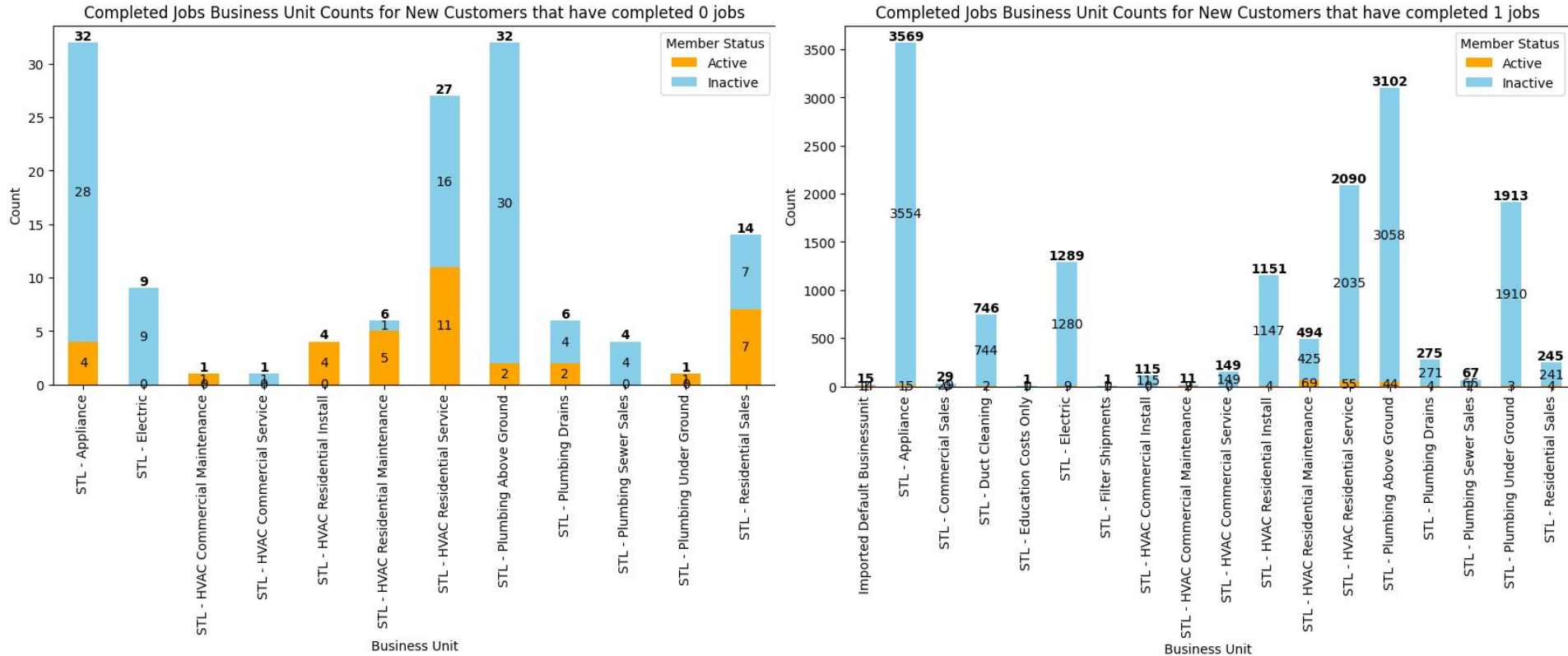Illinois - Completed Jobs' Business Unit Count for Members and Non-Members

Missouri - Completed Jobs' Business Unit Count (Existing Customers)

Business Unit	0	1	2	3	4	5+
Imported Default Business Unit	0.0	15.0	4.0	3.0	4.0	6.0
STL - 00 Administrative	0.0	0.0	0.0	0.0	0.0	3.0
STL - Appliance	32.0	3569.0	2219.0	1476.0	1088.0	11617.0
STL - Commercial Sales	0.0	29.0	17.0	10.0	15.0	182.0
STL - DLH Real Estate	0.0	0.0	0.0	0.0	0.0	1.0
STL - Duct Cleaning	0.0	746.0	306.0	119.0	87.0	1283.0
STL - Education Costs Only	0.0	1.0	0.0	0.0	0.0	2.0
STL - Electric	9.0	1289.0	1074.0	849.0	682.0	8366.0
STL - Filter Shipments	0.0	1.0	9.0	19.0	42.0	673.0
STL - HVAC Commercial Install	0.0	115.0	42.0	23.0	27.0	414.0
STL - HVAC Commercial Maintenance	1.0	11.0	24.0	25.0	25.0	1080.0
STL - HVAC Commercial Service	1.0	149.0	126.0	126.0	125.0	2607.0
STL - HVAC Residential Install	4.0	1151.0	610.0	471.0	581.0	7877.0
STL - HVAC Residential Maintenance	6.0	494.0	954.0	1482.0	2820.0	39104.0
STL - HVAC Residential Service	27.0	2090.0	1754.0	1398.0	1217.0	13467.0
STL - Plumbing Above Ground	32.0	3102.0	2290.0	1801.0	1595.0	17841.0
STL - Plumbing Drains	6.0	275.0	345.0	307.0	257.0	2839.0
STL - Plumbing Sewer Sales	4.0	67.0	102.0	89.0	71.0	720.0
STL - Plumbing Under Ground	1.0	1913.0	879.0	811.0	660.0	4862.0
STL - Residential Sales	14.0	245.0	200.0	192.0	211.0	2342.0

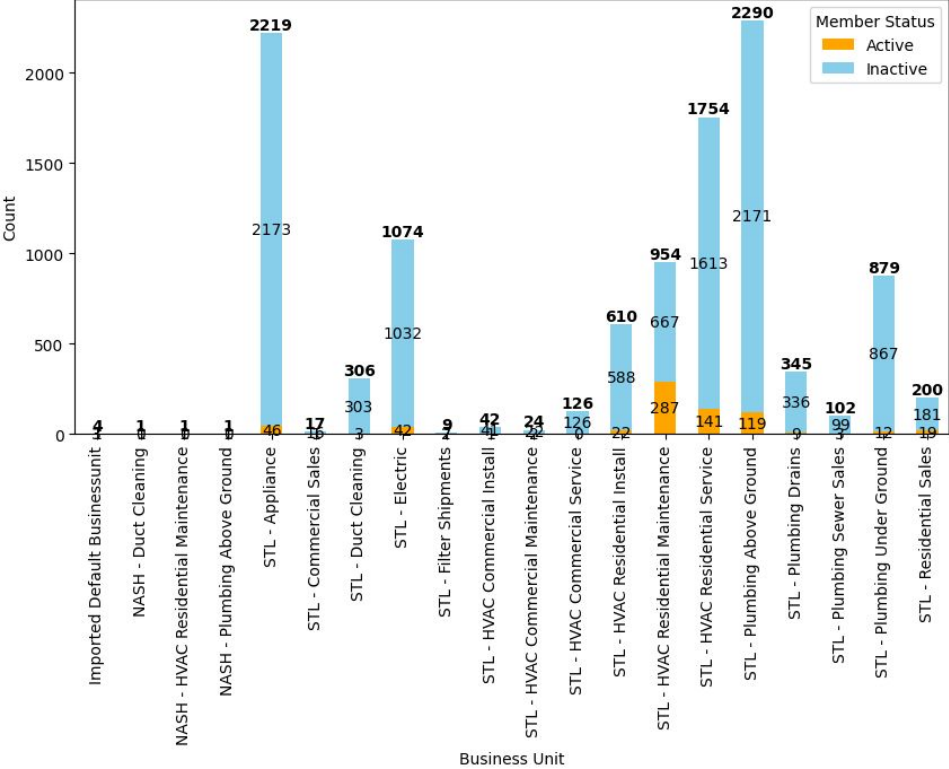# Missouri - Completed Jobs' Business Unit Count (Existing Customers, percentages)

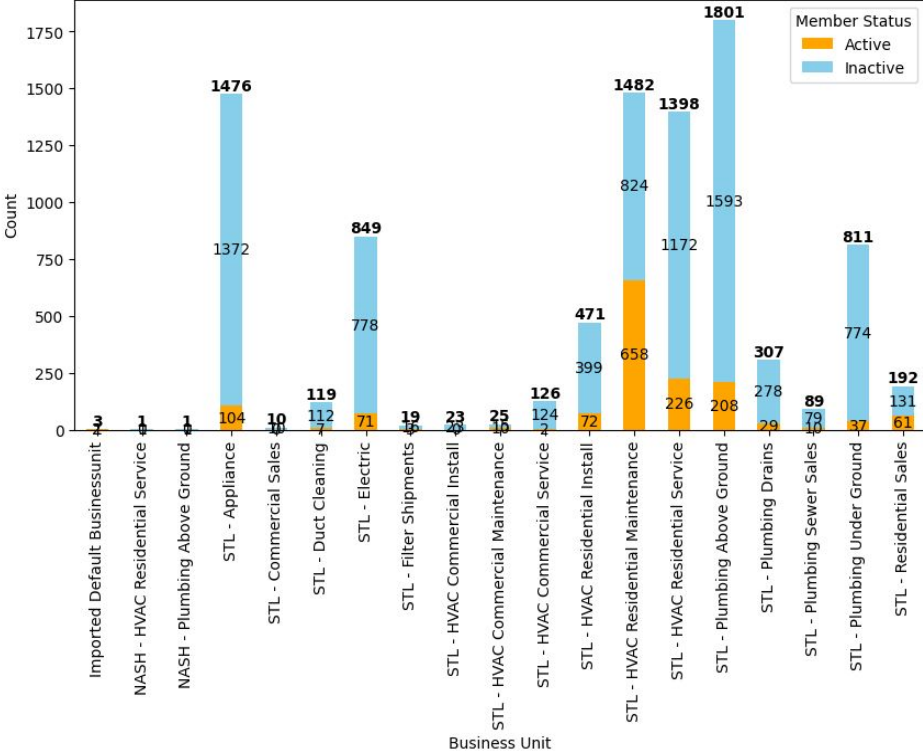| Business Unit	0	1	2	3	4	5+
Imported Default Business Unit	0.0	0.1	0.04	0.03	0.04	0.01
STL - Appliance	23.36	23.38	20.25	16.04	11.44	10.07
STL - Commercial Sales	0.0	0.19	0.16	0.11	0.16	0.16
STL - DLH Real Estate	0.0	0.0	0.0	0.0	0.0	0.0
STL - Duct Cleaning	0.0	4.89	2.79	1.29	0.92	1.11
STL - Education Costs Only	0.0	0.01	0.0	0.0	0.0	0.0
STL - Electric	6.57	8.45	9.8	9.23	7.17	7.26
STL - Filter Shipments	0.0	0.01	0.08	0.21	0.44	0.58
STL - HVAC Commercial Install	0.0	0.75	0.38	0.25	0.28	0.36
STL - HVAC Commercial Maintenance	0.73	0.07	0.22	0.27	0.26	0.94
STL - HVAC Commercial Service	0.73	0.98	1.15	1.37	1.31	2.26
STL - HVAC Residential Install	2.92	7.54	5.57	5.12	6.11	6.83
STL - HVAC Residential Maintenance	4.38	3.24	8.71	16.1	29.66	33.91
STL - HVAC Residential Service	19.71	13.69	16.01	15.19	12.8	11.68
STL - Plumbing Above Ground	23.36	20.32	20.9	19.57	16.78	15.47
STL - Plumbing Drains	4.38	1.8	3.15	3.34	2.7	2.46
STL - Plumbing Sewer Sales	2.92	0.44	0.93	0.97	0.75	0.62
STL - Plumbing Under Ground	0.73	12.53	8.02	8.81	6.94	4.22
STL - Residential Sales	10.22	1.61	1.83	2.09	2.22	2.03

# Missouri - Completed Jobs' Business Unit Count (Existing Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 0 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 1 jobs

Missouri - Completed Jobs' Business Unit Count (Existing Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 2 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 3 jobs
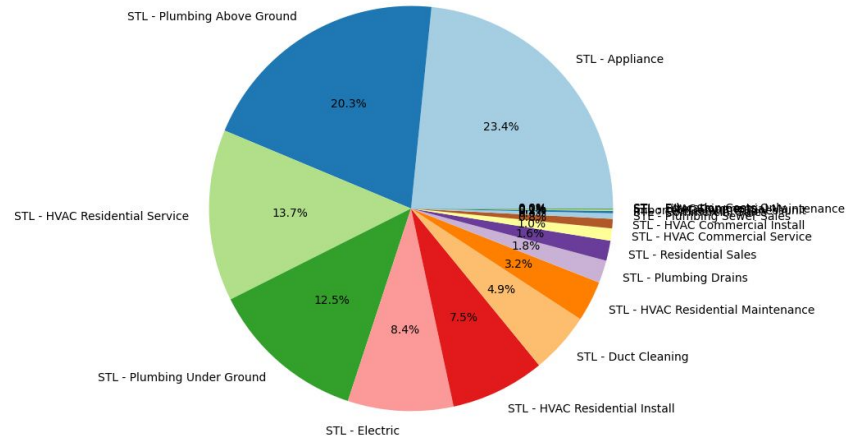
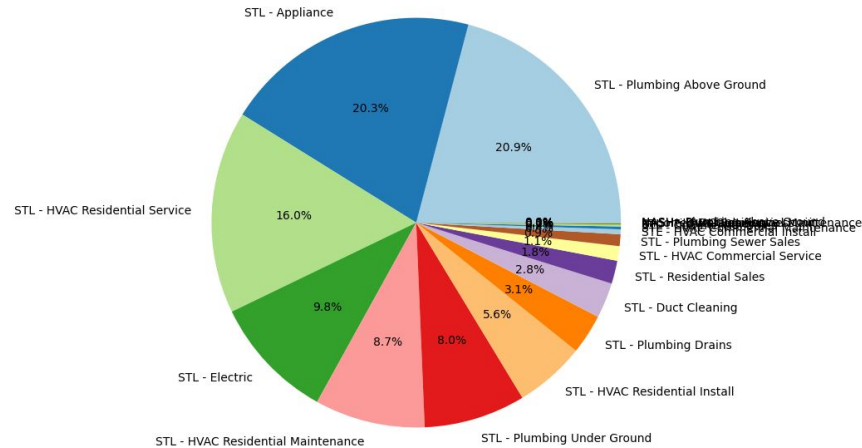# Missouri - Completed Jobs' Business Unit Count (Existing Customers)
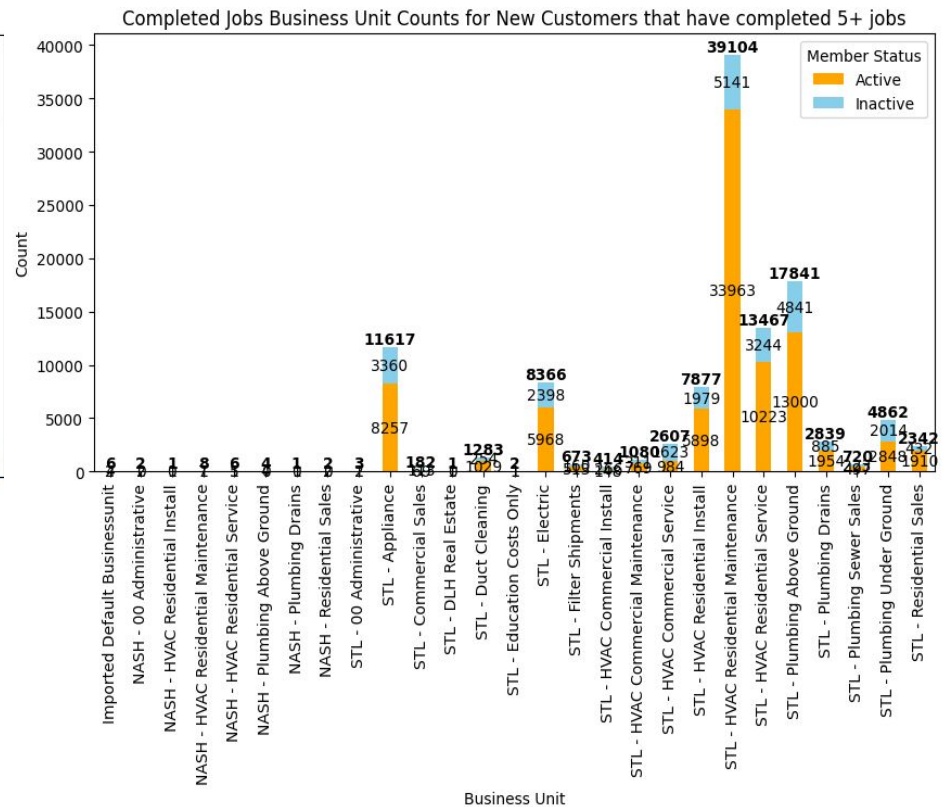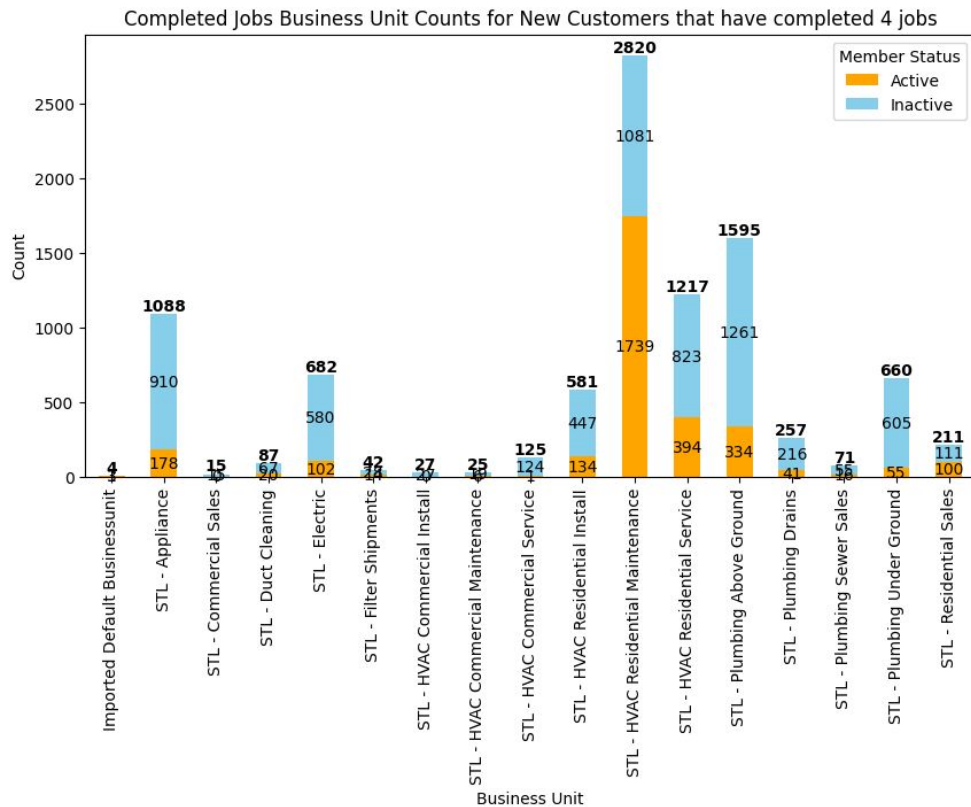
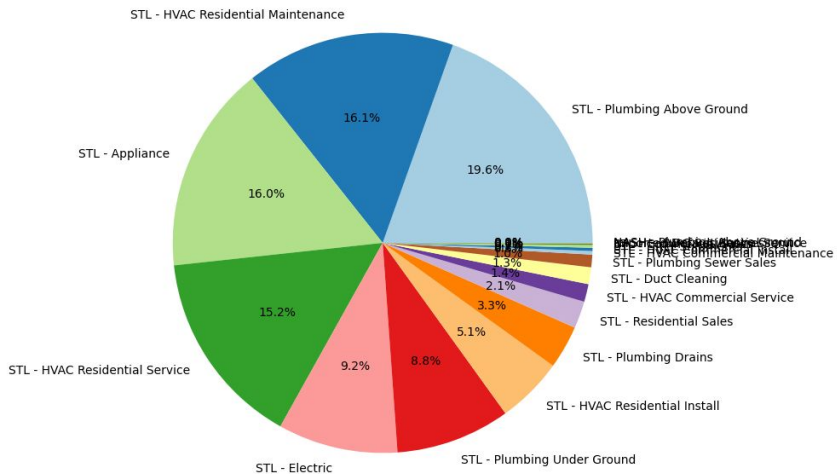Business Unit Distribution for Completed Jobs Group: 0
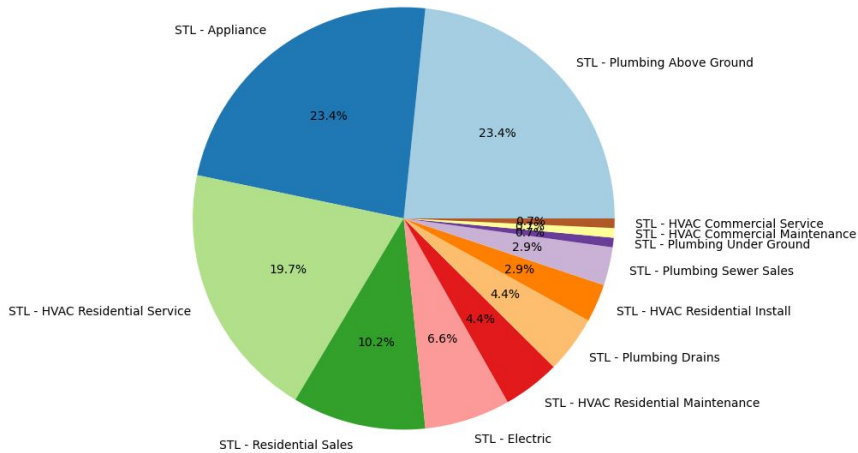
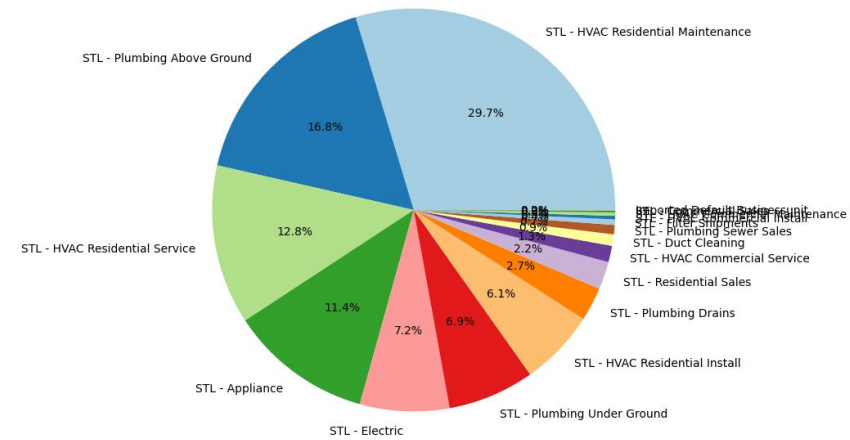Business Unit Distribution for Completed Jobs Group: 1

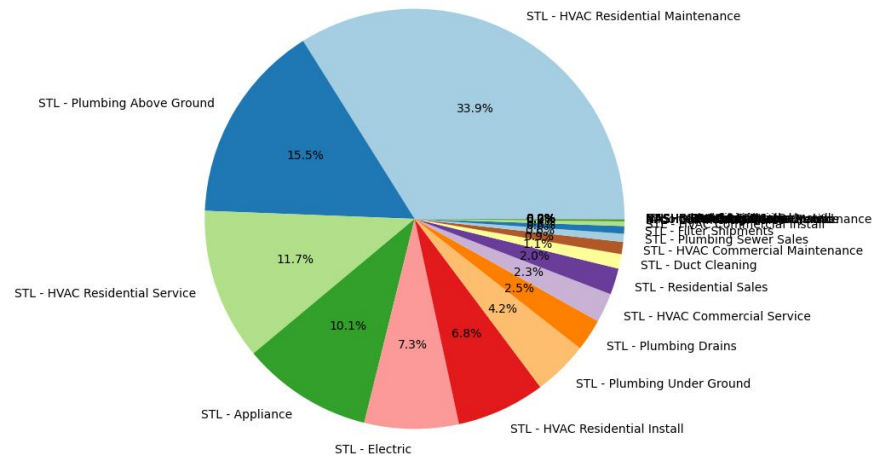Business Unit Distribution for Completed Jobs Group: 2

Business Unit Distribution for Completed Jobs Group: 3

Business Unit Distribution for Completed Jobs Group: 4

Business Unit Distribution for Completed Jobs Group: 5+

Business Unit	Active	Inactive
Imported Default Business Unit	4.0	2.0
NASH - 00 Administrative	0.0	2.0
NASH - HVAC Residential Install	1.0	0.0
NASH - HVAC Residential Maintenance	7.0	1.0
NASH - HVAC Residential Service	5.0	1.0
NASH - Plumbing Above Ground	4.0	0.0
NASH - Plumbing Drains	1.0	0.0
NASH - Residential Sales	2.0	0.0
STL - 00 Administrative	1.0	2.0
STL - Appliance	8257.0	3360.0
STL - Commercial Sales	69.0	113.0
STL - DLH Real Estate	0.0	1.0
STL - Duct Cleaning	1029.0	254.0
STL - Education Costs Only	1.0	1.0
STL - Electric	5968.0	2398.0
STL - Filter Shipments	513.0	160.0
STL - HVAC Commercial Install	148.0	266.0
STL - HVAC Commercial Maintenance	769.0	311.0
STL - HVAC Commercial Service	984.0	1623.0
STL - HVAC Residential Install	5898.0	1979.0
STL - HVAC Residential Maintenance	33963.0	5141.0
STL - HVAC Residential Service	10223.0	3244.0
STL - Plumbing Above Ground	13000.0	4841.0
STL - Plumbing Drains	1954.0	885.0
STL - Plumbing Sewer Sales	497.0	223.0
STL - Plumbing Under Ground	2848.0	2014.0
STL - Residential Sales	1910.0	432.0

Missouri - Completed Jobs' Business Unit Count for Members and Non-Members (New Customers)
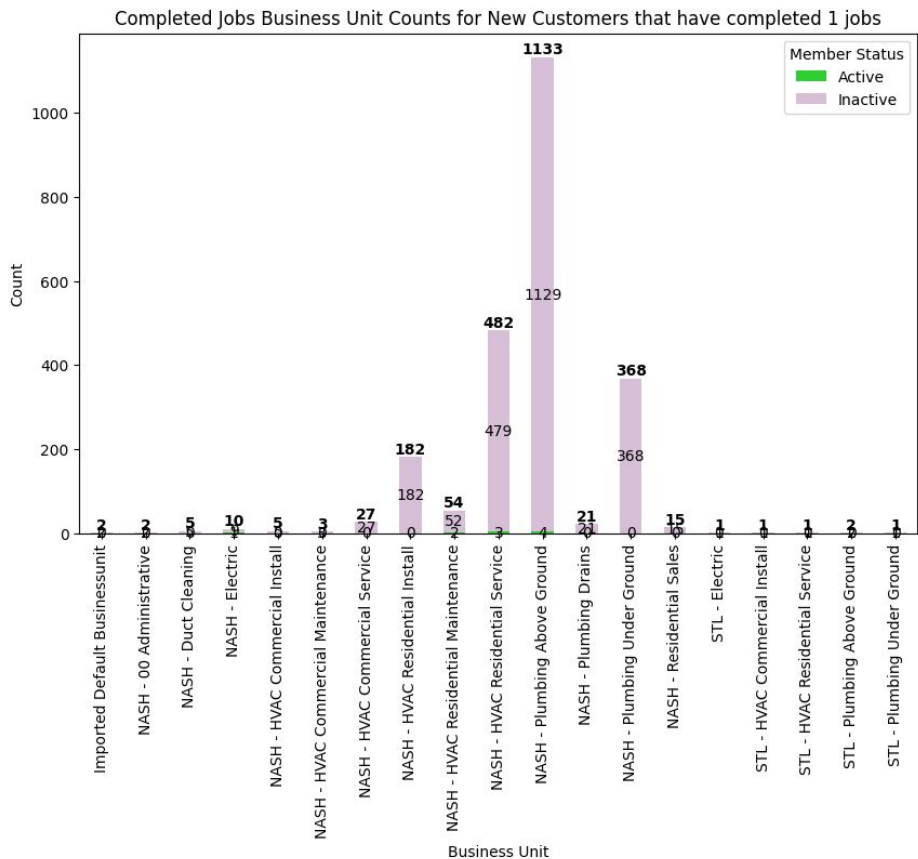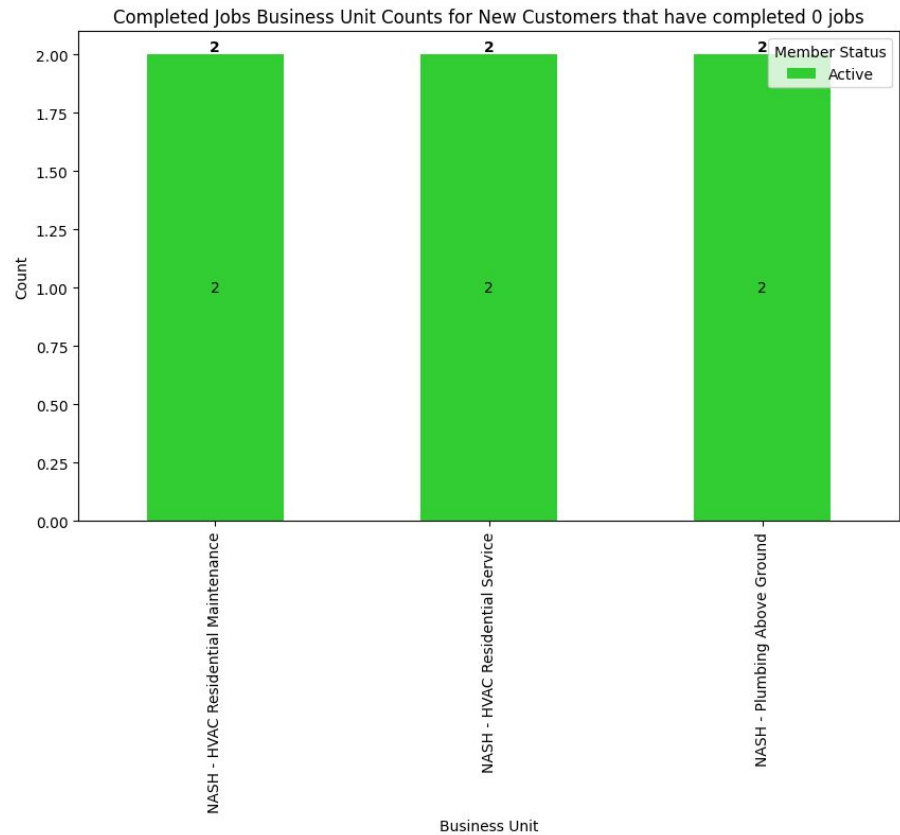
Tennessee - Completed Jobs' Business Unit Count (Existing Customers)

Business Unit	0	1	2	3	4	5+
Imported Default Business Unit	0.0	2.0	0.0	0.0	0.0	1.5
NASH - 00 Administrative	0.0	2.0	0.0	0.0	0.0	1.5
NASH - Commercial Sales	0.0	0.0	2.0	0.0	0.0	5.0
NASH - Duct Cleaning	0.0	5.0	4.0	4.0	1.0	10.5
NASH - Electric	0.0	5.0	10.0	11.0	8.5	139.5
NASH - Filter Shipments	0.0	0.0	0.0	0.0	2.0	7.0
NASH - HVAC Commercial Install	0.0	5.0	5.0	2.0	2.0	7.5
NASH - HVAC Commercial Maintenance	0.0	3.0	2.0	2.0	3.0	16.0
NASH - HVAC Commercial Service	0.0	27.0	13.0	6.0	2.5	45.0
NASH - HVAC Residential Install	0.0	182.0	60.0	27.5	29.5	452.5
NASH - HVAC Residential Maintenance	2.0	27.0	59.5	55.5	92.5	1153.5
NASH - HVAC Residential Service	2.0	241.0	159.0	87.5	91.5	867.5
NASH - Plumbing Above Ground	2.0	566.5	323.5	203.0	151.5	1043.0
NASH - Plumbing Drains	0.0	21.0	17.0	18.0	13.5	122.0
NASH - Plumbing Under Ground	0.0	368.0	100.5	38.5	25.5	145.5
NASH - Residential Sales	0.0	15.0	18.0	7.5	12.0	113.

Tennessee - Completed Jobs' Business Unit Count (Existing Customers, percentages)
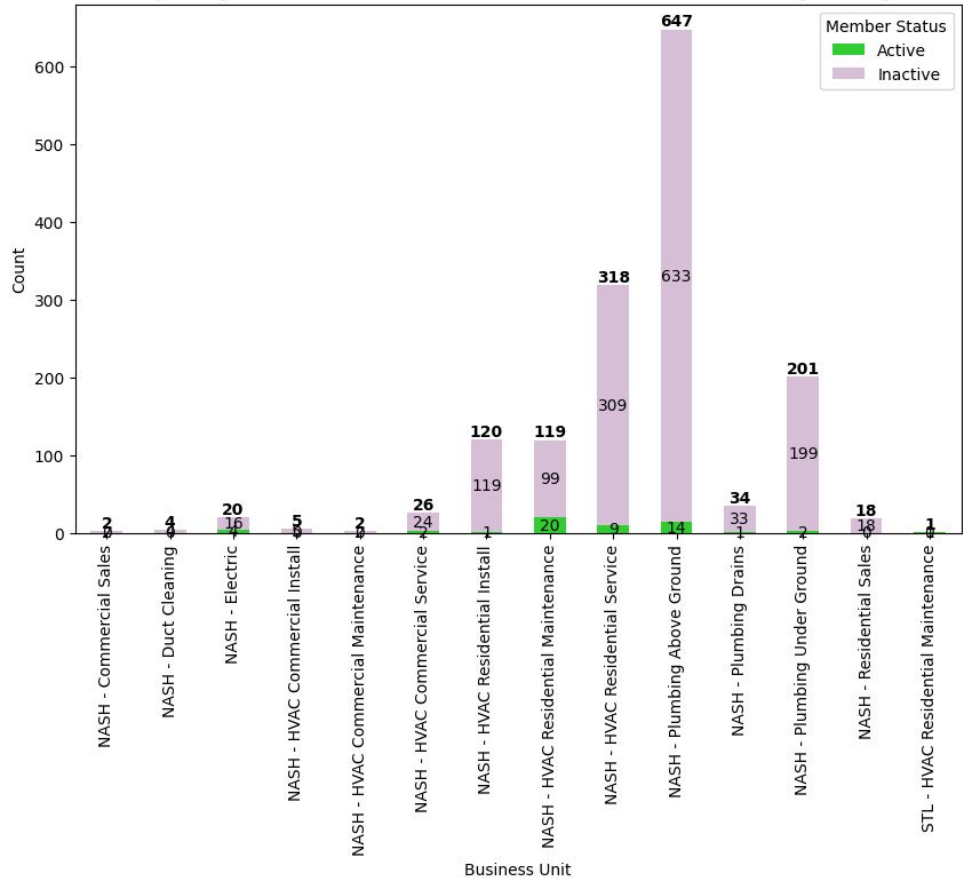
Business Unit	0	1	2	3	4	5+
Imported Default Business Unit	0.0	0.14	0.0	0.0	0.0	0.04
NASH - 00 Administrative	0.0	0.14	0.0	0.0	0.0	0.04
NASH - Commercial Sales	0.0	0.0	0.26	0.0	0.0	0.12
NASH - Duct Cleaning	0.0	0.34	0.52	0.86	0.23	0.25
NASH - Electric	0.0	0.34	1.29	2.38	1.92	3.33
NASH - Filter Shipments	0.0	0.0	0.0	0.0	0.45	0.17
NASH - HVAC Commercial Install	0.0	0.34	0.65	0.43	0.45	0.18
NASH - HVAC Commercial Maintenance	0.0	0.2	0.26	0.43	0.68	0.38
NASH - HVAC Commercial Service	0.0	1.83	1.68	1.3	0.57	1.08
NASH - HVAC Residential Install	0.0	12.33	7.75	5.95	6.67	10.81
NASH - HVAC Residential Maintenance	33.33	1.83	7.68	12.0	20.93	27.57
NASH - HVAC Residential Service	33.33	16.33	20.53	18.92	20.7	20.73
NASH - Plumbing Above Ground	33.33	38.39	41.77	43.89	34.28	24.93
NASH - Plumbing Drains	0.0	1.42	2.19	3.89	3.05	2.92
NASH - Plumbing Under Ground	0.0	24.94	12.98	8.32	5.77	3.48
NASH - Residential Sales	0.0	1.02	2.32	1.62	2.71	2.71

Tennessee - Completed Jobs' Business Unit Count (Existing Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 0 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 1 jobs
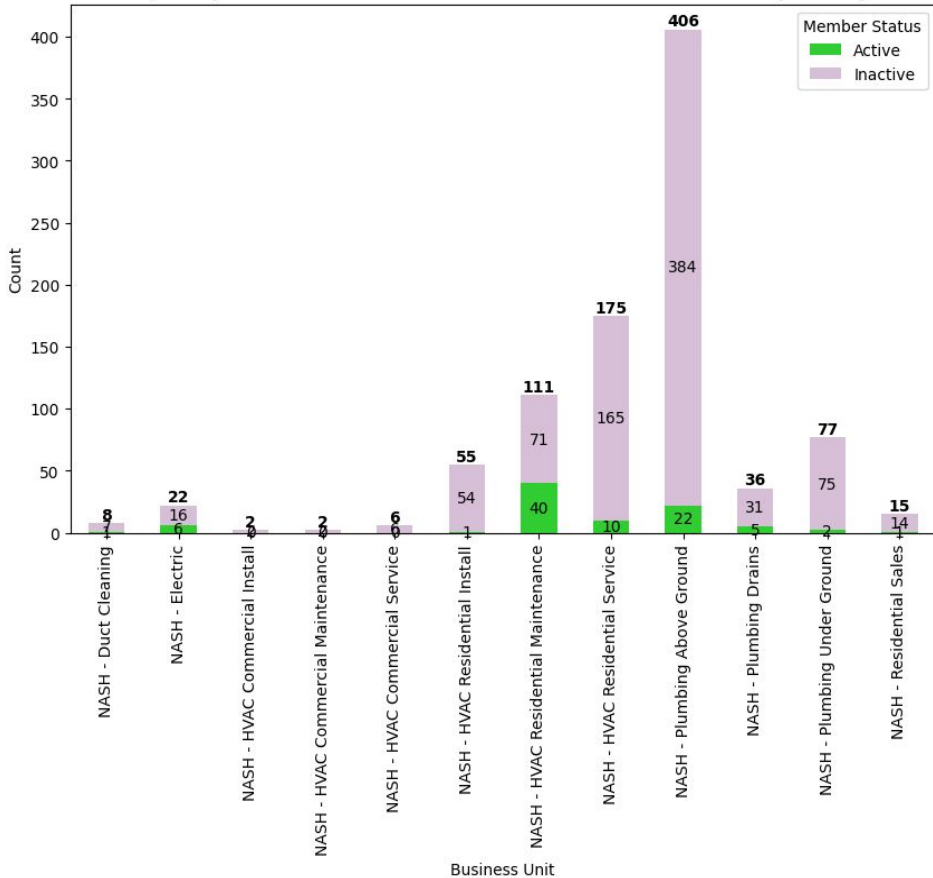
Tennessee - Completed Jobs' Business Unit Count (Existing Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 2 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 3 jobs

Tennessee - Completed Jobs' Business Unit Count (Existing Customers)

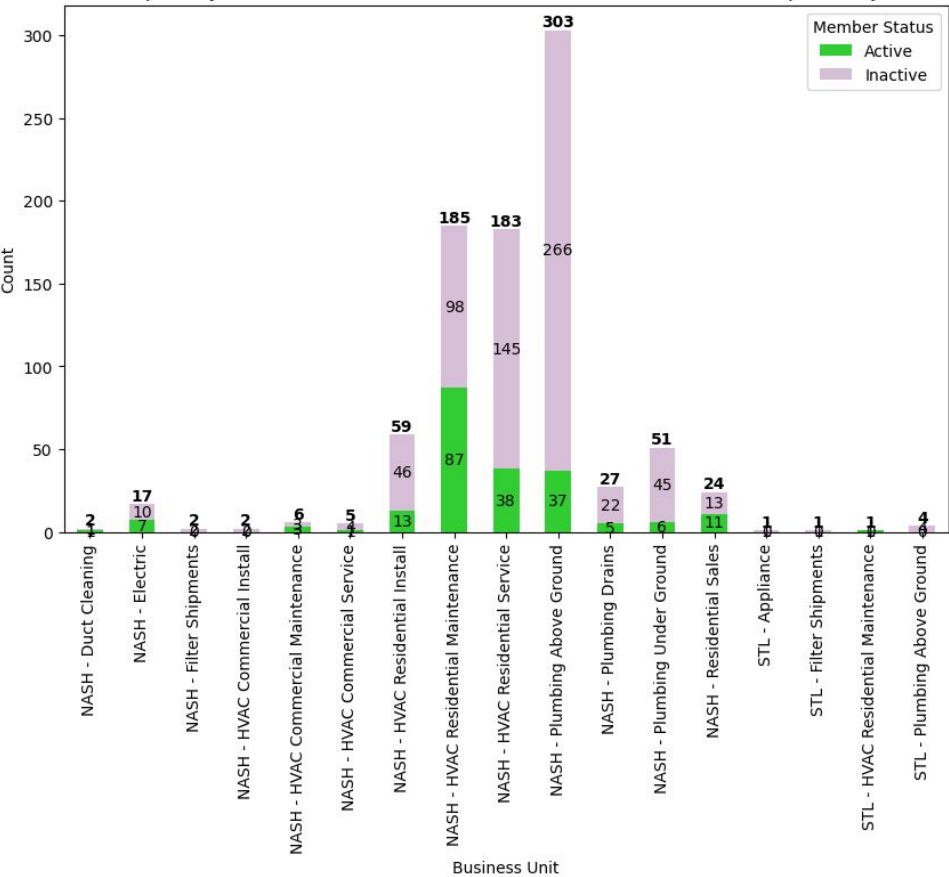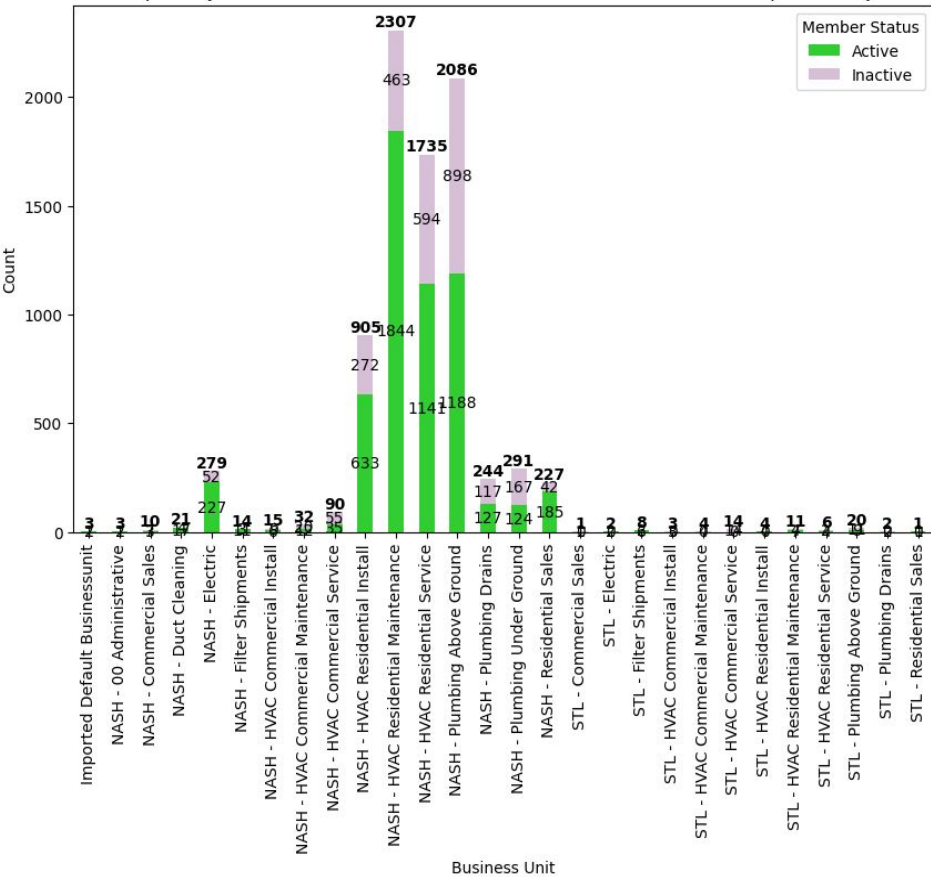Completed Jobs Business Unit Counts for New Customers that have completed 4 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 5+ jobs

Business Unit	Active	Inactive
Imported Default Business Unit	1.0	2.0
NASH - 00 Administrative	1.0	2.0
NASH - Commercial Sales	3.0	7.0
NASH - Duct Cleaning	17.0	4.0
NASH - Electric	227.0	52.0
NASH - Filter Shipments	11.0	3.0
NASH - HVAC Commercial Install	6.0	9.0
NASH - HVAC Commercial Maintenance	12.0	20.0
NASH - HVAC Commercial Service	35.0	55.0
NASH - HVAC Residential Install	633.0	272.0
NASH - HVAC Residential Maintenance	1844.0	463.0
NASH - HVAC Residential Service	1141.0	594.0
NASH - Plumbing Above Ground	1188.0	898.0
NASH - Plumbing Drains	127.0	117.0
NASH - Plumbing Under Ground	124.0	167.0
NASH - Residential Sales	185.0	42.0
STL - Commercial Sales	0.0	1.0
STL - Electric	2.0	0.0
STL - Filter Shipments	6.0	2.0
STL - HVAC Commercial Install	0.0	3.0
STL - HVAC Commercial Maintenance	0.0	4.0
STL - HVAC Commercial Service	0.0	14.0
STL - HVAC Residential Install	4.0	0.0
STL - HVAC Residential Maintenance	7.0	4.0
STL - HVAC Residential Service	4.0	2.0
STL - Plumbing Above Ground	9.0	11.0
STL - Plumbing Drains	0.0	2.0
STL - Residential Sales	1.0	0.0

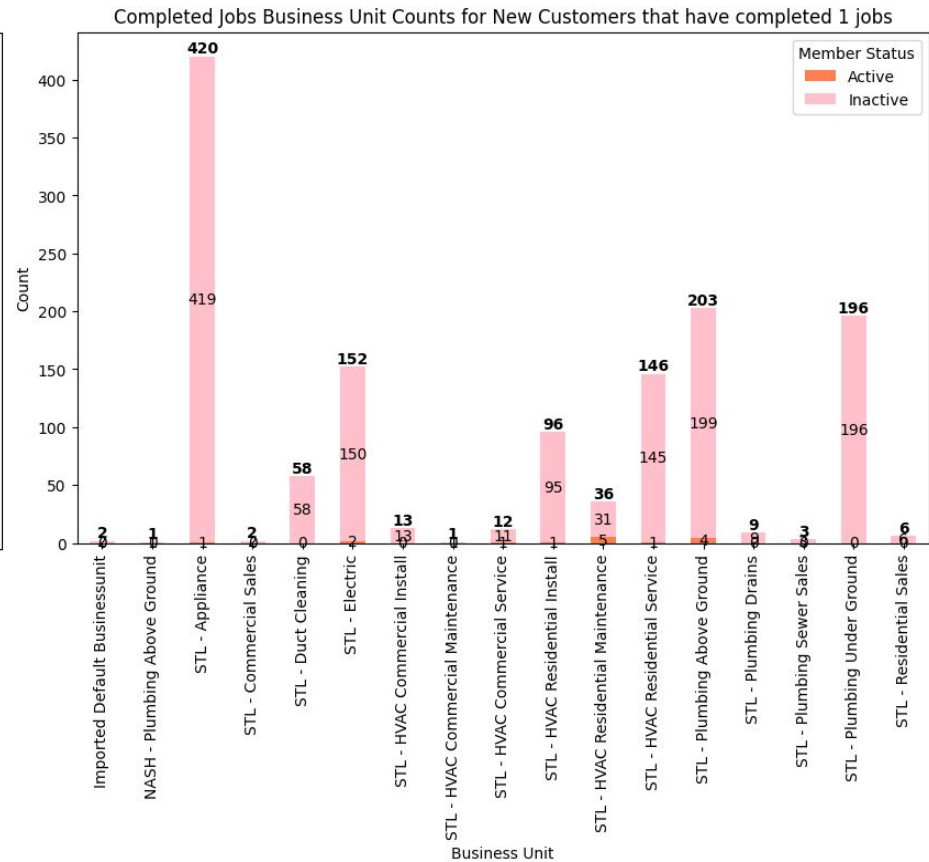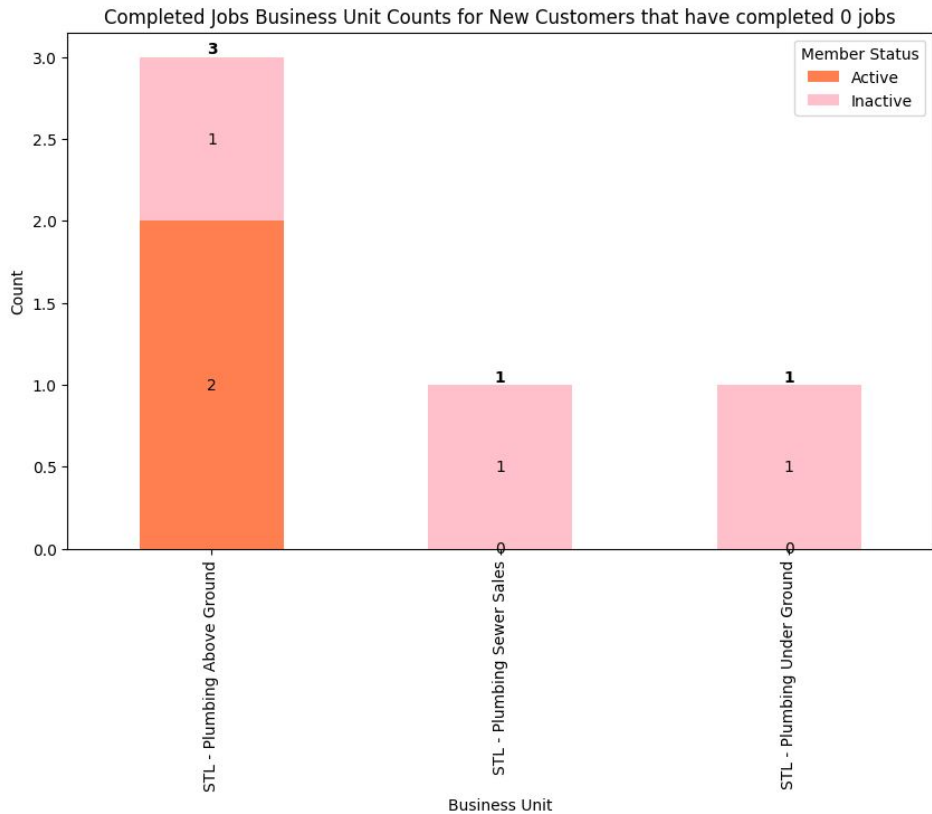Tennessee- Completed Jobs' Business Unit Count for Members and Non-Members (New Customers)

Illinois- Completed Jobs' Business Unit Count (Existing Customers)

Business Unit	0	1	2	3	4	5+
Imported Default Business Unit	0.0	2.0	0.0	0.0	0.0	0.0
STL - Appliance	0.0	210.0	71.5	46.0	35.0	179.0
STL - Commercial Sales	0.0	2.0	0.0	1.0	1.0	8.0
STL - Duct Cleaning	0.0	58.0	18.0	1.0	3.0	36.0
STL - Electric	0.0	76.0	36.5	30.0	15.0	135.0
STL - Filter Shipments	0.0	0.0	3.0	1.0	2.0	22.5
STL - HVAC Commercial Install	0.0	13.0	3.0	3.0	1.0	19.5
STL - HVAC Commercial Maintenance	0.0	1.0	0.0	2.0	2.0	22.0
STL - HVAC Commercial Service	0.0	6.0	11.0	4.5	16.0	74.5
STL - HVAC Residential Install	0.0	48.0	22.5	12.0	14.0	172.0
STL - HVAC Residential Maintenance	0.0	18.0	35.0	50.0	70.5	917.5
STL - HVAC Residential Service	0.0	73.0	52.0	32.5	26.5	287.0
STL - Plumbing Above Ground	1.5	101.5	45.0	29.5	26.0	310.5
STL - Plumbing Drains	0.0	9.0	10.0	15.0	3.5	42.5
STL - Plumbing Sewer Sales	1.0	3.0	3.5	7.0	2.0	14.0
STL - Plumbing Under Ground	1.0	196.0	54.0	89.0	25.5	96.5
STL - Residential Sales	0.0	6.0	4.5	4.5	4.5	52.5

Illinois- Completed Jobs' Business Unit Count (Existing Customers, Percentages)

Business Unit	0	1	2	3	4	5+
Imported Default Business Unit	0.0	0.24	0.0	0.0	0.0	0.0
STL - Appliance	0.0	25.5	19.35	14.02	14.14	7.49
STL - Commercial Sales	0.0	0.24	0.0	0.3	0.4	0.33
STL - Duct Cleaning	0.0	7.04	4.87	0.3	1.21	1.51
STL - Electric	0.0	9.23	9.88	9.15	6.06	5.65
STL - Filter Shipments	0.0	0.0	0.81	0.3	0.81	0.94
STL - HVAC Commercial Install	0.0	1.58	0.81	0.91	0.4	0.82
STL - HVAC Commercial Maintenance	0.0	0.12	0.0	0.61	0.81	0.92
STL - HVAC Commercial Service	0.0	0.73	2.98	1.37	6.46	3.12
STL - HVAC Residential Install	0.0	5.83	6.09	3.66	5.66	7.2
STL - HVAC Residential Maintenance	0.0	2.19	9.47	15.24	28.48	38.41
STL - HVAC Residential Service	0.0	8.86	14.07	9.91	10.71	12.01
STL - Plumbing Above Ground	42.86	12.33	12.18	8.99	10.51	13.0
STL - Plumbing Drains	0.0	1.09	2.71	4.57	1.41	1.78
STL - Plumbing Sewer Sales	28.57	0.36	0.95	2.13	0.81	0.59
STL - Plumbing Under Ground	28.57	23.8	14.61	27.13	10.3	4.04
STL - Residential Sales	0.0	0.73	1.22	1.37	1.82	2.2

Illinois- Completed Jobs' Business Unit Count (Existing Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 0 jobs

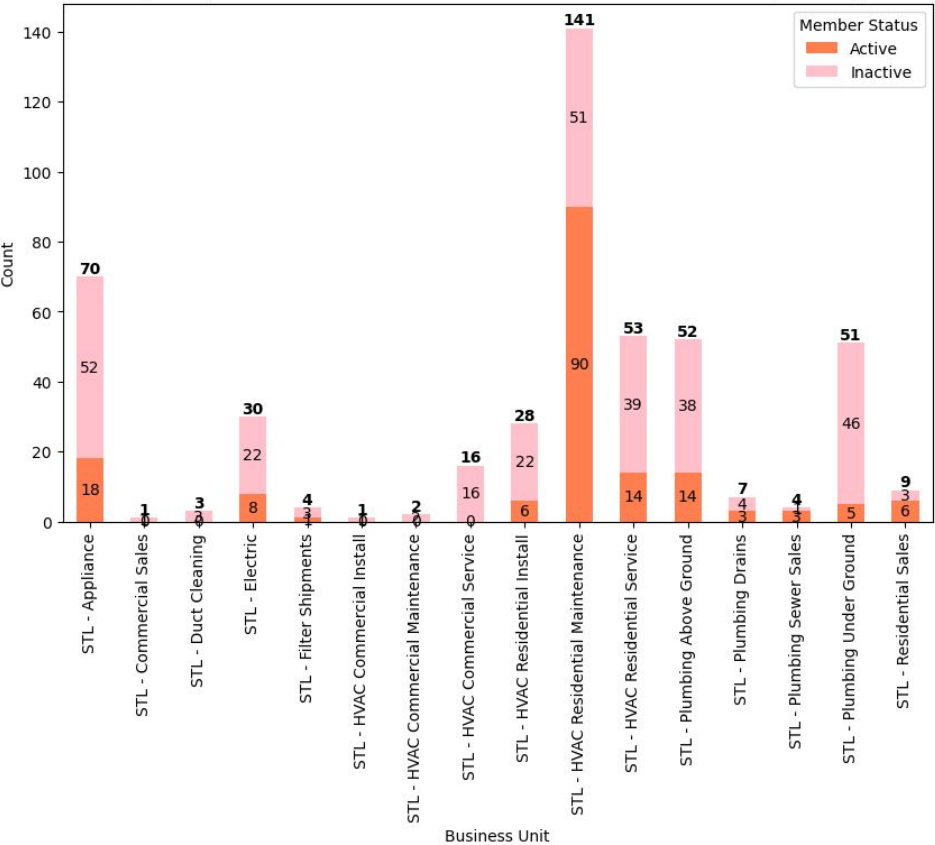Completed Jobs Business Unit Counts for New Customers that have completed 1 jobs

Illinois- Completed Jobs' Business Unit Count (Existing Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 2 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 3 jobs
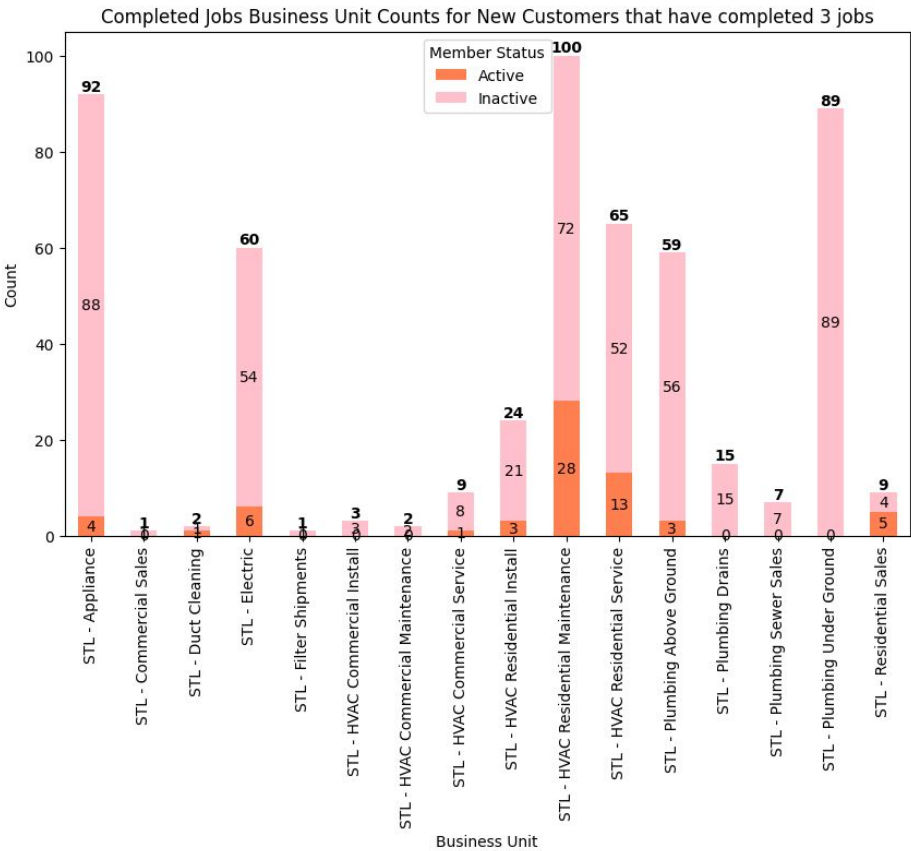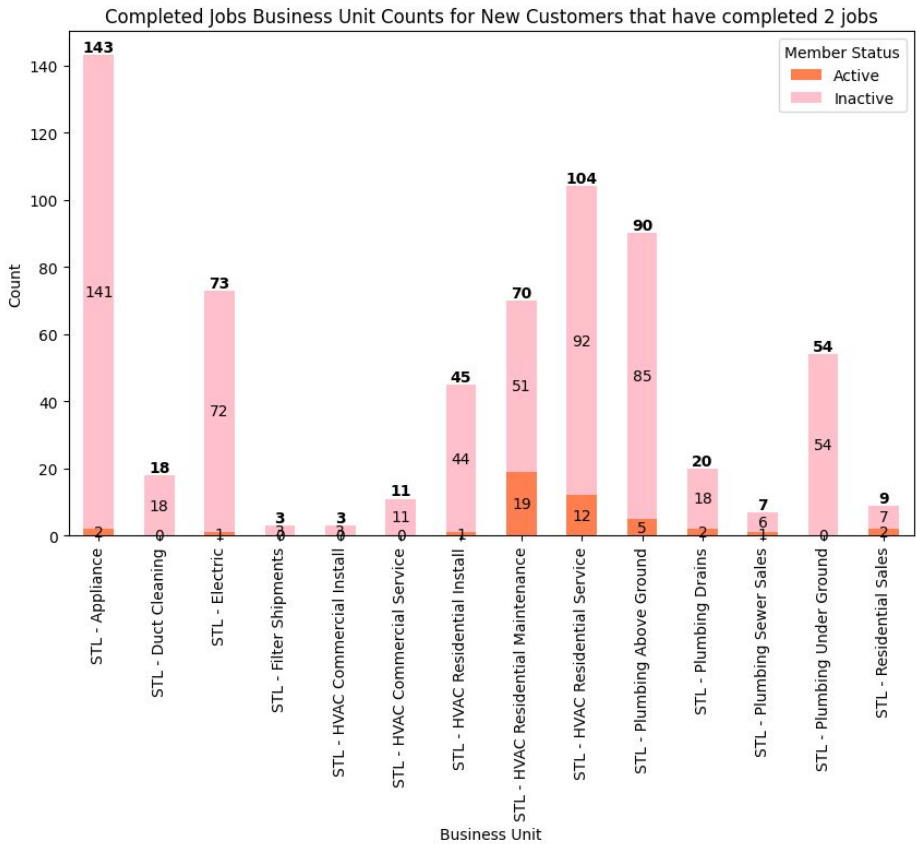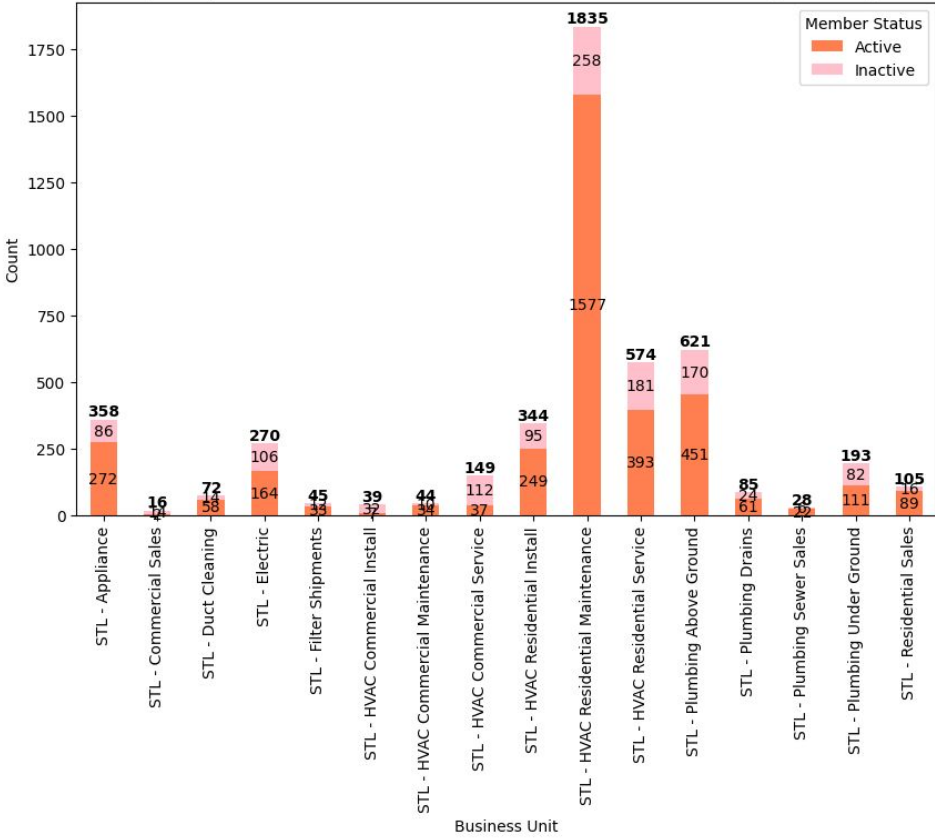
Illinois- Completed Jobs' Business Unit Count (Existing Customers)

Completed Jobs Business Unit Counts for New Customers that have completed 4 jobs

Completed Jobs Business Unit Counts for New Customers that have completed 5+ jobs

Business Unit	Active	Inactive
STL - Appliance	272.0	86.0
STL - Commercial Sales	2.0	14.0
STL - Duct Cleaning	58.0	14.0
STL - Electric	164.0	106.0
STL - Filter Shipments	33.0	12.0
STL - HVAC Commercial Install	7.0	32.0
STL - HVAC Commercial Maintenance	34.0	10.0
STL - HVAC Commercial Service	37.0	112.0
STL - HVAC Residential Install	249.0	95.0
STL - HVAC Residential Maintenance	1577.0	258.0
STL - HVAC Residential Service	393.0	181.0
STL - Plumbing Above Ground	451.0	170.0
STL - Plumbing Drains	61.0	24.0
STL - Plumbing Sewer Sales	22.0	6.0
STL - Plumbing Under Ground	111.0	82.0
STL - Residential Sales	89.0	16.0

Illinois- Completed Jobs' Business Unit Count for Members and Non-Members (New Customers)