

FIRST LOOK
Data file - LSM Rollups
2018 Week#10 (3/8/18)
OTB Net Revenues, by LSM Rollup

Count	BI_YEAR_KEY	BI_WK_NBR	Division	Region-Category	LSM Rollup	% FY Rev vs First Look Goal
1	2018	10	Central	MidNorth	Bill Van Koevering	113.7%
2	2018	10	Central	MidNorth	Jamie Miller	115.9%
3	2018	10	Central	MidNorth	Jan Letko	119.2%
4	2018	10	Central	MidNorth	Jason Bjorson	137.8%
5	2018	10	Central	MidNorth	Joe DeBiak	104.0%
6	2018	10	Central	MidNorth	Joe Tessmer	93.0%
7	2018	10	Central	MidNorth	John Merchlewitz	73.8%
8	2018	10	Central	MidNorth	Kedron Thomas	119.2%
9	2018	10	Central	MidNorth	Paul Sweet	105.2%
10	2018	10	Central	MidNorth	Peter Provost	122.9%
11	2018	10	Central	MidNorth	Ryan Krajewski	113.2%
12	2018	10	Central	MidNorth	Steve Houselander	110.6%
13	2018	10	Central	MidNorth	Tad Spading	115.0%
14	2018	10	Central	MidNorth	Terri Hoepner	134.0%
15	2018	10	Central	MidNorth	Todd Wery	112.5%
16	2018	10	Central	MidWest	Bob Marr	96.8%
17	2018	10	Central	MidWest	Bonnie Gallagher	102.7%
18	2018	10	Central	MidWest	Carol Rudofski	88.8%
19	2018	10	Central	MidWest	Jamie Hurt	76.7%
20	2018	10	Central	MidWest	Kevin Noel	93.4%
21	2018	10	Central	MidWest	Lori Brown	109.2%
22	2018	10	Central	MidWest	Mark Rouse	116.1%
23	2018	10	Central	MidWest	Mike Elam	110.6%
24	2018	10	Central	MidWest	Mike Pieper	124.0%
25	2018	10	Central	MidWest	Pam Elston	145.2%
26	2018	10	Central	MidWest	Ron Stricker	
27	2018	10	Central	Texas	David Allen	104.0%
28	2018	10	Central	Texas	Eric Atchley	88.8%
29	2018	10	Central	Texas	John Pedevilla	98.0%
30	2018	10	Central	Texas	Kim Murray	182.2%
31	2018	10	Central	Texas	Kimberly Murray	114.9%
32	2018	10	Central	Texas	Kristine Gomez	123.3%
33	2018	10	Central	Texas	Matt Ellis	151.8%
34	2018	10	Central	Texas	Michael Keesee	142.5%
35	2018	10	Central	Texas	Nathan McCray	86.0%
36	2018	10	Central	Texas	Raymond May	86.8%
37	2018	10	Central	Texas	Rick Barnhart	81.0%
38	2018	10	Central	Texas	Sally Martinez	110.9%
39	2018	10	Central	Texas	Sean Lervaag	161.7%
40	2018	10	Central	Texas	Steven Brooks	151.3%
41	2018	10	Central	Texas	Tom Parsons	26.5%
42	2018	10	Northeast	New York	Derek Benedict	105.8%
43	2018	10	Northeast	New York	Jaime Morrison	108.5%
44	2018	10	Northeast	New York	Shapiro/Hermes	131.2%

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45	2018	10	Northeast	New York	Staten Island LSM	79.8%
46	2018	10	Northeast	Ohio	Annie Keith	81.5%
47	2018	10	Northeast	Ohio	Brenda Jasper	74.7%
48	2018	10	Northeast	Ohio	Chadwick Collins	133.8%
49	2018	10	Northeast	Ohio	Christine Smith	118.6%
50	2018	10	Northeast	Ohio	Dino Gerdeman	100.0%
51	2018	10	Northeast	Ohio	Janey Ames	87.8%
52	2018	10	Northeast	Ohio	Jim Post	81.1%
53	2018	10	Northeast	Ohio	Karen Pope	95.1%
54	2018	10	Northeast	Ohio	Kerry Collins	82.5%
55	2018	10	Northeast	Ohio	Kevin Tucker	77.3%
56	2018	10	Northeast	Ohio	Laura Lee	98.5%
57	2018	10	Northeast	Ohio	Mark Chastain	83.2%
58	2018	10	Northeast	Ohio	Mike Chase	114.7%
59	2018	10	Northeast	Ohio	Ron Stricker	113.3%
60	2018	10	Northeast	Upstate NY / ME	Bill Bagley	96.1%
61	2018	10	Northeast	Upstate NY / ME	Bonita Elias	107.6%
62	2018	10	Northeast	Upstate NY / ME	Doug Foerster	79.5%
63	2018	10	Northeast	Upstate NY / ME	Erin Duffy	113.0%
64	2018	10	Northeast	Upstate NY / ME	Jennifer Loonan	87.4%
65	2018	10	Northeast	Upstate NY / ME	Katherine Drake Marhaver	71.5%
66	2018	10	Northeast	Upstate NY / ME	Laura Whittinghill	94.6%
67	2018	10	Northeast	Upstate NY / ME	Natasha Polito	71.7%
68	2018	10	Northeast	Upstate NY / ME	Nick Darling	94.0%
69	2018	10	Northeast	Upstate NY / ME	Ron Nagy	101.5%
70	2018	10	Northeast	Upstate NY / ME	Tara MacDonald	110.9%
71	2018	10	Northeast	Upstate NY / ME	Tracy Cramer	109.5%
72	2018	10	South	Carolinas	Darryl Heller	89.6%
73	2018	10	South	Carolinas	David McGee	71.5%
74	2018	10	South	Carolinas	Dody Yarborough	84.3%
75	2018	10	South	Carolinas	Donna Hammett	92.8%
76	2018	10	South	Carolinas	Dwight Ardoin	100.3%
77	2018	10	South	Carolinas	Emily Zalacca	119.2%
78	2018	10	South	Carolinas	Jody Walker Little	102.8%
79	2018	10	South	Carolinas	John Shannon	50.7%
80	2018	10	South	Carolinas	Jon Bloom	71.4%
81	2018	10	South	Carolinas	Matt Livoti	110.0%
82	2018	10	South	Carolinas	Rob Padgett	87.8%
83	2018	10	South	Carolinas	Roy Costner	62.4%
84	2018	10	South	Carolinas	Shawn Harris	9.2%
85	2018	10	South	Carolinas	Stephanie Collins	75.2%
86	2018	10	South	Carolinas	Summer Hamdan	83.3%
87	2018	10	South	Carolinas	Teresa Vause	113.8%
88	2018	10	South	Florida	Chris Kelley	85.3%
89	2018	10	South	Florida	Chuck Budt	137.6%
90	2018	10	South	Florida	Dave Hall	89.1%
91	2018	10	South	Florida	Gary Tietjen	96.4%
92	2018	10	South	Florida	John Fennessy	102.7%
93	2018	10	South	Florida	Kimberly Winters	102.2%
94	2018	10	South	Florida	Nick Puddicombe	95.3%
95	2018	10	South	Florida	Norm Pytel	103.5%
96	2018	10	South	Florida	Paula Gaustad	83.1%
97	2018	10	South	Florida	Tom Sweat	109.0%
98	2018	10	South	Southeast	Brian McDowall	106.8%

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99	2018	10	South	Southeast	Chadwick Collins	80.0%
100	2018	10	South	Southeast	Chris Munson	93.3%
101	2018	10	South	Southeast	Gene Hardy	100.7%
102	2018	10	South	Southeast	George Robbins	93.1%
103	2018	10	South	Southeast	Jeff Fritz	52.4%
104	2018	10	South	Southeast	John Moore	78.3%
105	2018	10	South	Southeast	John Payne	50.4%
106	2018	10	South	Southeast	Kevin Anderson	79.3%
107	2018	10	South	Southeast	Kevin Kee	42.8%
108	2018	10	South	Southeast	Mitch Fain	89.9%
109	2018	10	South	Southeast	Scott Reed	61.0%
110	2018	10	South	Southeast	Todd Livingston	49.1%
111	2018	10	West	LA	Dereck Messana	175.1%
112	2018	10	West	LA	Derek Eggers	110.5%
113	2018	10	West	LA	Derek Messana	130.0%
114	2018	10	West	LA	Eugenia Mazzapica	102.6%
115	2018	10	West	LA	Helene Juceam	105.2%
116	2018	10	West	LA	Jason Shaffer	133.4%
117	2018	10	West	LA	Joe Flores	162.1%
118	2018	10	West	LA	John Krenzer	130.6%
119	2018	10	West	LA	Joshua Stratton	96.0%
120	2018	10	West	LA	Kelly Reed	115.4%
121	2018	10	West	LA	Lance Lowrie	109.1%
122	2018	10	West	LA	Lonnie Ross	142.5%
123	2018	10	West	LA	Michelle Beauchamp	80.9%
124	2018	10	West	LA	Mike Jaffe	110.6%
125	2018	10	West	LA	Niven Howlett	118.0%
126	2018	10	West	LA	Tom Laky	97.7%
127	2018	10	West	Mountain States	Grant Linnen	108.7%
128	2018	10	West	Mountain States	Heath Corley	91.5%
129	2018	10	West	Mountain States	Marcelle Jones	99.6%
130	2018	10	West	Mountain States	Open LSM	
131	2018	10	West	Mountain States	Raymond May	120.3%
132	2018	10	West	Mountain States	Todd Andrews	85.3%
133	2018	10	West	Pacific States	Amber Aguirre	91.3%
134	2018	10	West	Pacific States	Christine Lyles Smith	92.5%
135	2018	10	West	Pacific States	Donald Stone	119.0%
136	2018	10	West	Pacific States	Jason Mitchell	100.0%
137	2018	10	West	Pacific States	Jeff McGowan	80.2%
138	2018	10	West	Pacific States	Kendall Char	377.7%
139	2018	10	West	Pacific States	Michael Garcia	122.3%
140	2018	10	West	Pacific States	Sherry Santana	66.5%
141	2018	10	West	Pacific States	Steve Frohrip	76.0%