

FIRST LOOK
Data file - LSM Rollups
2018 Week#7 (2/15/18)
OTB Net Revenues, by LSM Rollup

Count	BI_YEAR_KEY	BI_WK_NBR	Division	Region-Category	LSM Rollup	Full Year Net Rev	FY 2018 Budget	2018 First Look Budget Goal	% FY Rev vs First Look Goal
1	2018	07	Central	MidNorth	Bill Van Koevering	977,984	1,894,562	924,136	105.8%
2	2018	07	Central	MidNorth	Jamie Miller	860,561	1,647,544	810,733	106.1%
3	2018	07	Central	MidNorth	Jan Letko	2,083,087	4,006,401	1,977,709	105.3%
4	2018	07	Central	MidNorth	Jason Bjorson	5,152,284	8,760,819	4,159,464	123.9%
5	2018	07	Central	MidNorth	Joe DeBiak	742,489	1,787,110	870,323	85.3%
6	2018	07	Central	MidNorth	Joe Tessmer	650,125	1,691,771	816,827	79.6%
7	2018	07	Central	MidNorth	John Merchlewitz	591,342	2,003,452	858,749	68.9%
8	2018	07	Central	MidNorth	Kedron Thomas	572,275	1,021,449	560,256	102.1%
9	2018	07	Central	MidNorth	Kristen Hall	1,962,667	2,898,819	1,421,630	138.1%
10	2018	07	Central	MidNorth	Paul Sweet	3,355,253	7,149,841	3,579,230	93.7%
11	2018	07	Central	MidNorth	Peter Provost	1,064,778	2,119,614	1,050,814	101.3%
12	2018	07	Central	MidNorth	Ryan Krajewski	1,370,272	2,706,271	1,301,688	105.3%
13	2018	07	Central	MidNorth	Steve Houselander	3,464,541	7,449,472	3,663,199	94.6%
14	2018	07	Central	MidNorth	Tad Spading	717,695	1,411,420	736,380	97.5%
15	2018	07	Central	MidNorth	Terri Hoepner	1,303,140	4,803,360	1,153,587	113.0%
16	2018	07	Central	MidNorth	Todd McNally	1,793,360	2,576,308	1,410,629	127.1%
17	2018	07	Central	MidNorth	Todd Wery	1,878,667	4,036,029	1,967,671	95.5%
18	2018	07	Central	MidWest	Bob Marr	494,343	1,633,751	768,631	64.3%
19	2018	07	Central	MidWest	Bonnie Gallagher	1,838,380	4,153,609	1,990,000	92.4%
20	2018	07	Central	MidWest	Carol Rudofski	963,949	2,371,355	1,228,293	78.5%
21	2018	07	Central	MidWest	Jamie Hurt	2,545,538	7,962,108	4,037,000	63.1%
22	2018	07	Central	MidWest	Kevin Noel	690,322	1,774,341	853,561	80.9%
23	2018	07	Central	MidWest	Lori Brown	2,991,991	6,686,479	3,171,394	94.3%
24	2018	07	Central	MidWest	Mark Rouse	1,882,737	3,793,389	1,845,727	102.0%
25	2018	07	Central	MidWest	Mike Elam	3,197,229	8,383,529	4,223,426	75.7%
26	2018	07	Central	MidWest	Mike Pieper	5,300,113	9,845,721	4,743,011	111.7%
27	2018	07	Central	MidWest	Pam Elston	681,765	1,055,873	499,463	136.5%
28	2018	07	Central	Texas	David Allen	4,251,619	9,633,781	4,789,558	88.8%
29	2018	07	Central	Texas	Eric Atchley	3,845,835	11,354,329	6,760,181	56.9%
30	2018	07	Central	Texas	John Pedevilla	2,268,927	5,514,699	2,795,000	81.2%
31	2018	07	Central	Texas	Kim Murray	5,596,804	19,434,495	3,878,278	144.3%
32	2018	07	Central	Texas	Kimberly Murray	1,888,540	2,770,758	1,885,000	100.2%
33	2018	07	Central	Texas	Kristine Gomez	5,288,922	10,656,487	6,137,189	86.2%
34	2018	07	Central	Texas	Matt Ellis	2,492,546	3,605,397	1,925,000	129.5%
35	2018	07	Central	Texas	Michael Keesee	1,399,063	2,618,549	1,222,579	114.4%
36	2018	07	Central	Texas	Nathan McCray	942,140	21,645,219	1,366,593	68.9%
37	2018	07	Central	Texas	Raymond May	1,337,194	3,515,684	1,602,776	83.4%
38	2018	07	Central	Texas	Rick Barnhart	8,699,172	26,956,896	13,905,181	62.6%
39	2018	07	Central	Texas	Sally Martinez	3,195,334	5,625,811	3,278,889	97.5%
40	2018	07	Central	Texas	Sean Lervaag	4,222,732	5,873,911	3,125,000	135.1%
41	2018	07	Central	Texas	Steven Brooks	2,646,816	4,519,987	2,125,000	124.6%
42	2018	07	Central	Texas	Tom Parsons	77,413		330,420	23.4%
43	2018	07	Northeast	New York	Derek Benedict	5,258,026	8,847,874	5,800,000	90.7%
44	2018	07	Northeast	New York	Jaime Morrison	3,946,162	8,569,085	4,125,000	95.7%
45	2018	07	Northeast	New York	Shapiro/Hermes	17,917,300	64,403,264	19,296,105	92.9%
46	2018	07	Northeast	New York	Staten Island LSM	929,914	3,139,366	1,425,000	65.3%
47	2018	07	Northeast	Ohio	Annie Keith	3,670,237	6,467,123	4,623,099	79.4%
48	2018	07	Northeast	Ohio	Brenda Jasper	586,224	1,427,570	851,251	68.9%
49	2018	07	Northeast	Ohio	Chadwick Collins	245,450	1,006,333	350,000	70.1%
50	2018	07	Northeast	Ohio	Christine Smith	4,657,981	9,846,654	5,630,840	82.7%
51	2018	07	Northeast	Ohio	Dino Gerdeman	2,178,511	10,424,575	2,357,793	92.4%
52	2018	07	Northeast	Ohio	Janey Ames	4,021,958	18,254,287	5,590,124	71.9%
53	2018	07	Northeast	Ohio	Jim Post	3,206,470	7,878,957	4,525,000	70.9%
54	2018	07	Northeast	Ohio	Karen Pope	2,154,910	4,862,842	2,575,395	83.7%
55	2018	07	Northeast	Ohio	Kerry Collins	1,271,322	5,040,455	1,743,000	72.9%
56	2018	07	Northeast	Ohio	Kevin Tucker	1,954,536	5,513,231	3,143,155	62.2%
57	2018	07	Northeast	Ohio	Laura Lee	4,892,800	14,657,565	6,035,172	81.1%
58	2018	07	Northeast	Ohio	Mark Chastain	1,311,036	3,007,762	1,837,797	71.3%
59	2018	07	Northeast	Ohio	Mike Chase	6,367,830	32,638,539	7,530,000	84.6%
60	2018	07	Northeast	Ohio	Ron Stricker	3,387,890	8,314,112	4,075,000	83.1%
61	2018	07	Northeast	Upstate NY / ME	Bill Bagley	2,508,071	5,564,128	3,270,000	76.7%
62	2018	07	Northeast	Upstate NY / ME	Bonita Elias	1,005,511	2,247,476	1,143,000	88.0%
63	2018	07	Northeast	Upstate NY / ME	Doug Foerster	3,427,067	8,064,465	4,737,786	72.3%
64	2018	07	Northeast	Upstate NY / ME	Erin Duffy	3,614,976	7,305,413	4,252,000	85.0%
65	2018	07	Northeast	Upstate NY / ME	Jennifer Loonan	1,660,261	3,487,600	2,325,000	71.4%
66	2018	07	Northeast	Upstate NY / ME	Katherine Drake Marhaver	1,317,830	4,184,806	2,450,000	53.8%
67	2018	07	Northeast	Upstate NY / ME	Laura Whittinghill	2,864,131	6,283,062	3,732,000	76.7%
68	2018	07	Northeast	Upstate NY / ME	Natasha Polito	3,073,823	6,055,233	4,842,000	63.5%

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69	2018	07	Northeast	Upstate NY / ME	Nick Darling	3,699,440	7,677,035	4,950,000	74.7%
70	2018	07	Northeast	Upstate NY / ME	Ron Nagy	1,284,362	2,636,214	1,534,000	83.7%
71	2018	07	Northeast	Upstate NY / ME	Tara MacDonald	3,250,706	7,532,087	3,586,438	90.6%
72	2018	07	Northeast	Upstate NY / ME	Tracy Cramer	2,852,686	5,253,482	3,010,000	94.8%
73	2018	07	Northeast	Upstate NY / ME	William Bagley	1,514,571	2,212,541	1,310,000	115.6%
74	2018	07	South	Carolinas	Darryl Heller	1,450,634	3,787,455	2,010,061	72.2%
75	2018	07	South	Carolinas	David McGee	2,664,940	9,230,770	5,056,000	52.7%
76	2018	07	South	Carolinas	Dody Yarborough	1,615,908	6,266,146	2,531,000	63.8%
77	2018	07	South	Carolinas	Donna Hammett	1,970,520	4,354,215	2,637,907	74.7%
78	2018	07	South	Carolinas	Dwight Ardoin	497,144	1,305,337	615,688	80.7%
79	2018	07	South	Carolinas	Emily Zalacca	5,058,561	12,181,747	6,325,000	80.0%
80	2018	07	South	Carolinas	Jody Walker Little	1,550,913	2,999,476	1,650,000	94.0%
81	2018	07	South	Carolinas	John Shannon	491,329	15,032,962	1,039,000	47.3%
82	2018	07	South	Carolinas	Jon Bloom	2,524,086	6,524,310	3,900,000	64.7%
83	2018	07	South	Carolinas	Matt Livoti	5,278,506	14,451,303	5,625,000	93.8%
84	2018	07	South	Carolinas	Rob Padgett	5,406,253	14,164,283	7,620,000	70.9%
85	2018	07	South	Carolinas	Roy Costner	2,414,949	6,308,963	4,144,691	58.3%
86	2018	07	South	Carolinas	Shawn Harris	569,729	3,639,565	1,090,000	52.3%
87	2018	07	South	Carolinas	Stephanie Collins	466,425	1,852,036	1,470,000	31.7%
88	2018	07	South	Carolinas	Summer Hamdan	2,353,987	4,212,095	3,331,000	70.7%
89	2018	07	South	Carolinas	Teresa Vause	1,735,730	8,991,605	1,995,000	87.0%
90	2018	07	South	Florida	Chris Kelley	7,599,792	13,268,097	9,572,305	79.4%
91	2018	07	South	Florida	Chuck Budt	16,656,148	26,836,537	14,200,000	117.3%
92	2018	07	South	Florida	Dave Hall	9,824,215	22,725,724	12,541,959	78.3%
93	2018	07	South	Florida	Gary Tietjen	4,922,764	10,371,191	5,600,000	87.9%
94	2018	07	South	Florida	John Fennessy	7,031,679	10,973,765	7,635,976	92.1%
95	2018	07	South	Florida	Kimberly Winters	6,821,648	10,587,458	8,120,000	84.0%
96	2018	07	South	Florida	Nick Puddicombe	5,848,858	8,728,180	7,200,000	81.2%
97	2018	07	South	Florida	Norm Pytel	7,800,296	10,430,559	8,487,000	91.9%
98	2018	07	South	Florida	Paula Gaustad	3,761,832	6,186,678	4,850,000	77.6%
99	2018	07	South	Florida	Tom Sweat	5,319,823	7,085,975	5,271,595	100.9%
100	2018	07	South	Southeast	Brian McDowall	747,621	1,552,404	840,000	89.0%
101	2018	07	South	Southeast	Chadwick Collins	2,231,143	3,653,806	3,050,000	73.2%
102	2018	07	South	Southeast	Chris Munson	887,349	3,688,293	1,705,000	52.0%
103	2018	07	South	Southeast	Gene Hardy	1,520,159	3,932,318	1,765,000	86.1%
104	2018	07	South	Southeast	George Robbins	1,113,562	3,121,554	1,455,000	76.5%
105	2018	07	South	Southeast	Jeff Fritz	233,237	761,929	519,000	44.9%
106	2018	07	South	Southeast	John Moore	2,092,598	4,398,211	3,045,000	68.7%
107	2018	07	South	Southeast	John Payne	1,082,741	4,411,176	2,581,000	42.0%
108	2018	07	South	Southeast	Kevin Anderson	1,630,143	4,893,957	2,700,000	60.4%
109	2018	07	South	Southeast	Kevin Kee	344,536	1,388,276	900,000	38.3%
110	2018	07	South	Southeast	Mitch Fain	1,940,253	4,184,360	2,173,092	89.3%
111	2018	07	South	Southeast	Scott Reed	1,052,069	5,211,474	3,020,000	34.8%
112	2018	07	South	Southeast	Todd Livingston	267,643	1,619,985	780,000	34.3%
113	2018	07	West	LA	Dereck Messana	10,828,273	25,439,662	7,501,549	144.3%
114	2018	07	West	LA	Derek Eggers	3,890,893	6,206,080	3,925,000	99.1%
115	2018	07	West	LA	Derek Messana	5,816,603	18,428,043	5,044,443	115.3%
116	2018	07	West	LA	Eugenia Mazzapica	2,455,147	4,677,386	2,901,724	84.6%
117	2018	07	West	LA	Helene Juceam	4,525,943	9,136,582	5,318,540	85.1%
118	2018	07	West	LA	Jason Shaffer	4,286,529	5,555,510	3,053,246	140.4%
119	2018	07	West	LA	Joe Flores	7,470,820	8,238,739	4,943,241	151.1%
120	2018	07	West	LA	John Krenzer	3,989,342	7,106,591	4,086,350	97.6%
121	2018	07	West	LA	Joshua Stratton	1,661,407	3,630,044	2,178,026	76.3%
122	2018	07	West	LA	Kelly Reed	15,834,361	37,407,935	17,600,000	90.0%
123	2018	07	West	LA	Lance Lowrie	3,310,630	5,781,201	3,468,720	95.4%
124	2018	07	West	LA	Lonnie Ross	628,453	1,229,083	495,000	127.0%
125	2018	07	West	LA	Michelle Beauchamp	2,939,736	6,562,588	3,937,554	74.7%
126	2018	07	West	LA	Mike Jaffe	2,051,478	4,643,467	2,519,000	81.4%
127	2018	07	West	LA	Niven Howlett	7,818,396	12,961,943	7,777,165	100.5%
128	2018	07	West	LA	Tom Laky	9,457,589	41,331,447	12,375,833	76.4%
129	2018	07	West	Mountain States	Grant Linnen	1,547,439	2,865,102	1,640,000	94.4%
130	2018	07	West	Mountain States	Heath Corley	1,120,325	2,421,613	1,370,000	81.8%
131	2018	07	West	Mountain States	Marcelle Jones	1,176,209	2,530,767	1,400,000	84.0%
132	2018	07	West	Mountain States	Open LSM	277,481			
133	2018	07	West	Mountain States	Raymond May	486,499	782,390	451,000	107.9%
134	2018	07	West	Mountain States	Todd Andrews	1,274,709	2,914,468	1,605,000	79.4%
135	2018	07	West	Pacific States	Amber Aguirre	946,725	2,014,008	1,197,590	79.1%
136	2018	07	West	Pacific States	Christine Lyles Smith	1,172,048	3,094,728	1,515,000	77.4%
137	2018	07	West	Pacific States	Donald Stone	1,555,691	3,666,196	1,842,124	84.5%
138	2018	07	West	Pacific States	Jason Mitchell	1,201,588	3,516,345	1,775,000	67.7%
139	2018	07	West	Pacific States	Jeff McGowan	1,090,882	3,320,249	1,665,000	65.5%
140	2018	07	West	Pacific States	Kendall Char	552,283	1,099,737	152,000	363.3%
141	2018	07	West	Pacific States	Michael Garcia	3,358,880	11,675,461	5,000,000	67.2%
142	2018	07	West	Pacific States	Sherry Santana	998,884	3,167,201	1,925,000	51.9%
143	2018	07	West	Pacific States	Steve Frohrip	808,437	1,692,508	1,200,000	67.4%