

FIRST LOOK
DRAFT Data file
2018 Week#4 (1/25/18)
OTB Net Revenues, by AE

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	PID-EID	Full Year Net Rev	FY 2018 Budget	2018 First Look Budget Goal	% FY Rev vs First Look Goal
1	2018 04	AE	S1 - S1.5	Central	MidNorth		200995	Brett Richter	Steve Houelander	120995	E219831	559,552	1,213,000	605,309	92.4%
2	2018 04	AE	S1 - S1.5	Central	MidNorth			Desiree Rongitsch	Peter Provost	1204011		470,014	1,315,085	660,000	71.2%
3	2018 04	AE	S1 - S1.5	Central	MidNorth			Jennifer Wilbers	Paul Savelle	1508155		862,080	1,387,487	629,989	136.8%
4	2018 04	AE	S1 - S1.5	Central	MidNorth			Kathryn Seattles	Jan Letko	1091700	P2184797	853,820	1,092,329	708,759	120.5%
5	2018 04	AE	S1 - S1.5	Central	MidNorth			Susan Welk	Jan Letko	1233981	P2312191	919,380	1,044,133	424,204	75.3%
6	2018 04	AE	S1 - S1.5	Central	MidNorth			Tom Binder	Jason Bjorson	1527365		826,292	1,195,647	599,454	137.8%
7	2018 04	AE	S1 - S1.5	Central	MidNorth			Tori Grant Wellhouse	Tori Grant Wellhouse	1204044	P2206307	229,457	1,031,261	486,000	47.2%
8	2018 04	AE	S1 - S1.5	Central	MidWest			Angelo Love	Mike Elam	1419087		532,336	1,387,949	675,749	53.6%
9	2018 04	AE	S1 - S1.5	Central	MidWest			Brian Gillett	Jamie Hurt	1194872	E201971	124,977	1,213,875	723,000	45.3%
10	2018 04	AE	S1 - S1.5	Central	MidWest			Douglas Montgomery	Jamie Hurt	1152078		277,833	1,090,290	505,000	55.0%
11	2018 04	AE	S1 - S1.5	Central	MidWest			Jeff McCann	Bonnie Gallagher	1150512	jm290268	70,834	1,013,004	577,100	12.3%
12	2018 04	AE	S1 - S1.5	Central	MidWest			Jeff Stone	Mike Pieper	1515997		818,855	1,338,275	711,452	115.1%
13	2018 04	AE	S1 - S1.5	Central	MidWest			Lori Dickerson	Mike Pieper	1516899		204,379	1,282,475	521,732	39.2%
14	2018 04	AE	S1 - S1.5	Central	MidWest			Lori James	Bonnie Gallagher	1508583	190419	400,212	1,387,274	696,500	57.5%
15	2018 04	AE	S1 - S1.5	Central	MidWest			Sherry Saylor	Lori Brown	6026297	E742389	301,804	1,434,745	721,000	41.9%
16	2018 04	AE	S1 - S1.5	Central	MidWest			Tamara Dudenheffer	Mike Pieper	1156468	T0231587	813,569	1,154,456	569,162	142.9%
17	2018 04	AE	S1 - S1.5	Central	Texas			Chesley Ketcher	Sean Lervag	1188665		363,097	1,120,184	580,000	62.6%
18	2018 04	AE	S1 - S1.5	Central	Texas			Deana Holmes	Deana Holmes	1223074		657,508	1,432,216	850,000	75.6%
19	2018 04	AE	S1 - S1.5	Central	Texas			Jessica Miller	Kim Murray	1144297		464,807	1,328,000	15,000	75.8%
20	2018 04	AE	S1 - S1.5	Central	Texas			Jessica Miller	David Allen	1232210	P2299683	240,904	1,304,429	854,400	28.2%
21	2018 04	AE	S1 - S1.5	Central	Texas			Kara Heinen	Steven Brooks	1114035	E103825	1,144,489	1,363,011	500,000	228.9%
22	2018 04	AE	S1 - S1.5	Central	Texas			Kathy Reiter	Steven Brooks	1100795		453,521	1,157,716	600,000	75.6%
23	2018 04	AE	S1 - S1.5	Central	Texas			Kendall Washington	John Pedevilla	1128610		180,115	1,126,014	550,000	32.7%
24	2018 04	AE	S1 - S1.5	Central	Texas			Kevin Christian	John Pedevilla	1188359	P2194055	513,248	1,052,182	600,000	85.5%
25	2018 04	AE	S1 - S1.5	Central	Texas			Marie Dale	Marie Ellis	1191196	E197503	567,478	1,037,594	600,000	94.6%
26	2018 04	AE	S1 - S1.5	Central	Texas			Marie Newton	David Allen	1114115		520,071	1,484,007	750,000	69.3%
27	2018 04	AE	S1 - S1.5	Central	Texas			Mitchell Borges	Mitchell Borges	1101059	P2198926	325,740	1,051,514	700,000	46.5%
28	2018 04	AE	S1 - S1.5	Central	Texas			San Antonio Bob Share 2	John Pedevilla	1740157		1,956,078	1,956,078	1,600,000	122.4%
29	2018 04	AE	S1 - S1.5	Central	Texas			Sheldon Davis	Sally Martinez	1078312	P2174063	543,868	1,489,572	726,749	74.8%
30	2018 04	AE	S1 - S1.5	Central	Texas			Sonia Brown	Kim Murray	6034101		516,249	1,027,635	510,000	101.2%
31	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
32	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
33	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
34	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
35	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
36	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
37	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
38	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
39	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
40	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
41	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
42	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
43	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
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46	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
47	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
48	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
49	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
50	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
51	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
52	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
53	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
54	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
55	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
56	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
57	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
58	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
59	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
60	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
61	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
62	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
63	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
64	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
65	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
66	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
67	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
68	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
69	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
70	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
71	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
72	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
73	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
74	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
75	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
76	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
77	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
78	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
79	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
80	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
81	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
82	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
83	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%
84	2018 04	AE	S1 - S1.5	Central	Texas			Teri Longoria-DeAnda	Sally Martinez	1067994		503,867	1,350,114	725,550	69.4%

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	PID-EID	Full Year Net Rev	FY 2018 Budget	2018 First Look Budget Goal	% FY Rev vs First Look Goal
147	2018	04	AE	S1-S1.5	West	Pacific States	Lorraine Sugimoto	Lorraine Sugimoto	Michael Garcia	1056493	0252963	62,293	1,384,976	600,000	10.4%
148	2018	04	AE	S1-S1.5	West	Pacific States	Melanie Rowhill	Melanie Rowhill	Michael Garcia	1072513	P2184814	374,280	1,492,228	1,100,000	41.4%
149	2018	04	AE	S1-S1.5	Central	MidNorth	Cindy McCabe	Cindy McCabe	Todd Wery	1202737	P2307808	490,276	1,637,928	685,678	71.5%
150	2018	04	AE	S1-S1.5	Central	MidNorth	Jennifer Pizur	Jennifer Pizur	Jason Bjorson	1216899	P2200716	744,348	1,906,181	933,078	79.8%
151	2018	04	AE	S1-S1.5	Central	MidNorth	Jessica Opat	Jessica Opat	Steve Houelander	1143073	p2186957	655,946	1,620,000	800,971	81.9%
152	2018	04	AE	S1-S1.5	Central	MidNorth	Joann DeYoung	Joann DeYoung	Joann DeYoung	1202737		1,217,434	2,597,426	1,289,714	94.4%
153	2018	04	AE	S1-S1.5	Central	MidNorth	Kathryn Grant	Kathryn Grant	Jason Bjorson	P2186315		1,324,917	1,980,315	981,049	15.3%
154	2018	04	AE	S1-S1.5	Central	MidNorth	Kelly Resch	Kelly Resch	Steve Houelander	1223054	P2154673	688,176	2,573,000	1,279,081	53.9%
155	2018	04	AE	S1-S1.5	Central	MidWest	Ashley Cajthaml	Ashley Cajthaml	Lori Brown	1148719	E146532	841,416	1,563,972	793,000	106.1%
156	2018	04	AE	S1-S1.5	Central	MidWest	Becky Lisner	Becky Lisner	Lori Brown	1034933	P2162225	729,785	2,478,000	1,153,000	63.3%
157	2018	04	AE	S1-S1.5	Central	MidWest	Dave Castro	Dave Castro	Mike Pieper	1509232		1,531,491	2,867,625	1,328,043	115.3%
158	2018	04	AE	S1-S1.5	Central	MidWest	Franc Massery	Franc Massery	James Hurt	1024636	0003103	657,523	2,316,550	1,153,000	57.3%
159	2018	04	AE	S1-S1.5	Central	MidWest	Jim Sherman	Jim Sherman	James Hurt	1145370	E1422127	473,146	1,631,998	837,000	50.5%
160	2018	04	AE	S1-S1.5	Central	MidWest	Ken Deutch	Ken Deutch	Mike Pieper	1511425		846,443	1,799,111	948,602	89.2%
161	2018	04	AE	S1-S1.5	Central	MidWest	Kevin Barry	Kevin Barry	Mike Elam	1520465	K8266303	641,369	1,501,402	633,514	101.2%
162	2018	04	AE	S1-S1.5	Central	MidWest	Lynley Gee	Lynley Gee	James Hurt	1187201		414,166	1,708,995	721,000	57.4%
163	2018	04	AE	S1-S1.5	Central	MidWest	Maureen Werner	Maureen Werner	Mike Elam	NW28363		1,096,334	1,896,334	1,140,324	52.1%
164	2018	04	AE	S1-S1.5	Central	MidWest	Sue Masker	Sue Masker	Mike Elam	1511426		542,707	1,577,754	929,154	58.4%
165	2018	04	AE	S1-S1.5	Central	Texas	Andrea Burson	Andrea Burson	Kristine Gomez	1160840		885,912	1,838,573	850,000	104.2%
166	2018	04	AE	S1-S1.5	Central	Texas	Antilla Womack	Antilla Womack	Raymond May	1222664	e234571	595,643	1,543,350	782,776	76.1%
167	2018	04	AE	S1-S1.5	Central	Texas	Ashley Dudley	Ashley Dudley	Eric Achley	1219278	e230619	392,872	2,017,083	950,000	41.4%
168	2018	04	AE	S1-S1.5	Central	Texas	Claudia Montgomery	Claudia Montgomery	David Allen	1137666		1,175,809	3,586,025	1,320,000	89.1%
169	2018	04	AE	S1-S1.5	Central	Texas	Dan Squires	Dan Squires	Kim Murray	1032454	E014724	2,059,393	3,440,989	1,603,278	128.9%
170	2018	04	AE	S1-S1.5	Central	Texas	Eric Lunsford	Eric Lunsford	Sean Lervag	1041923	P2153080	1,069,604	2,151,601	1,160,000	92.2%
171	2018	04	AE	S1-S1.5	Central	Texas	Janet Emmert	Janet Emmert	David Allen	1078803	P2155707	443,119	1,826,604	1,015,154	43.7%
172	2018	04	AE	S1-S1.5	Central	Texas	Jimmy Hare	Jimmy Hare	Rick Barnhart	1098133		803,775	4,595,786	1,986,455	40.9%
173	2018	04	AE	S1-S1.5	Central	Texas	Joan Hensert	Joan Hensert	Rick Barnhart	1051964	E179674	410,147	1,986,454	1,586,454	45.8%
174	2018	04	AE	S1-S1.5	Central	Texas	Job Share Flame / Langlois	Job Share: Debra Flame / Angela Doooms Langlois	Kristine Gomez	1081862 / 1081863		1,868,353	3,104,911	2,077,189	80.5%
175	2018	04	AE	S1-S1.5	Central	Texas	Job Share Michel / Witt	Job Share: Ray Michel / Doreen Witt	Kimberly Murray	1093545 / 1118084		1,587,068	2,770,758	1,885,000	84.2%
176	2018	04	AE	S1-S1.5	Central	Texas	Job Share Weaver / Whitten	Job Share: Alison Weaver / Whitten	Kim Murray	1161460	E162147	267,960	1,667,944	1,150,000	23.1%
177	2018	04	AE	S1-S1.5	Central	Texas	Joey Little	Joey Little	Rick Barnhart	1164640	E165870	449,619	3,992,767	1,986,455	22.8%
178	2018	04	AE	S1-S1.5	Central	Texas	Kathy Sparks	Kathy Sparks	Rick Barnhart	1123268	P2178927	8,605,560	1,986,454	80,381	80.1%
179	2018	04	AE	S1-S1.5	Central	Texas	Keith Grubb	Keith Grubb	Eric Achley	1166593	P2149484	1,322,781	3,917,233	2,060,181	59.6%
180	2018	04	AE	S1-S1.5	Central	Texas	Kenny Gierl	Kenny Gierl	Rick Barnhart	6009619	E703060	1,290,315	3,623,715	3,972,909	32.5%
181	2018	04	AE	S1-S1.5	Central	Texas	Lisa Reid	Lisa Reid	Rick Barnhart	1562223	P2200173	2,623,711	5,816,758	1,986,454	132.1%
182	2018	04	AE	S1-S1.5	Central	Texas	Michael Crow	Michael Crow	John Pedevilla	1101416	E087347	435,772	1,522,966	725,000	60.1%
183	2018	04	AE	S1-S1.5	Central	Texas	Mike Nelson	Mike Nelson	Eric Achley	1146124	P220391	2,983,296	1,250,000	1,250,000	65.3%
184	2018	04	AE	S1-S1.5	Central	Texas	Nicholas Mohamed	Nicholas Mohamed	Kristine Gomez	1232327	E254099	655,396	2,381,505	1,000,000	65.3%
185	2018	04	AE	S1-S1.5	Central	Texas	Paul Powitz	Paul Powitz	Eric Achley	1110416	P2153816	323,328	3,024,990	1,600,000	20.2%
186	2018	04	AE	S1-S1.5	Northeast	New York	Adam Meyer	Adam Meyer	Shapiro/Hermes	1229513	E242674	1,011,237	8,192,948	2,511,070	40.3%
187	2018	04	AE	S1-S1.5	Northeast	New York	Brenda Izariay	Brenda Izariay	Jaime Morrison	1157793	P2199687	968,569	1,774,867	825,000	117.4%
188	2018	04	AE	S1-S1.5	Northeast	New York	Brian Crivello	Brian Crivello	Shapiro/Hermes	1233665		2,447,737	3,900,000	2,000,000	49.3%
189	2018	04	AE	S1-S1.5	Northeast	New York	Carlos Jimenez	Carlos Jimenez	Derek Benedict	1009925	P2200127	2,737,778	1,304,876	3,000,000	91.3%
190	2018	04	AE	S1-S1.5	Northeast	New York	Coney Petrucelli	Coney Petrucelli	Shapiro/Hermes	1145420	E142268	2,086,735	8,273,308	2,200,000	94.9%
191	2018	04	AE	S1-S1.5	Northeast	New York	Danielle Dae	Danielle Dae	Shapiro/Hermes	1155609	P2188386	1,880,112	2,400,000	2,400,000	78.3%
192	2018	04	AE	S1-S1.5	Northeast	New York	David Blakely	David Blakely	Derek Benedict	1005280		381,886	1,769,973	725,000	52.7%
193	2018	04	AE	S1-S1.5	Northeast	New York	Donna Elerson	Donna Elerson	Jaime Morrison	1126205	P2183181	1,808,896	1,600,000	86,381	86.3%
194	2018	04	AE	S1-S1.5	Northeast	New York	Dylan Larkin	Dylan Larkin	Shapiro/Hermes	11095127	P2174903	216,501	2,383,564	393,928	55.0%
195	2018	04	AE	S1-S1.5	Northeast	New York	Eric Tolchin	Eric Tolchin	Jaime Morrison	1182084	P2171722	755,313	1,603,479	700,000	107.9%
196	2018	04	AE	S1-S1.5	Northeast	New York	Florence O'Brien	Florence O'Brien	Shapiro/Hermes	1198676		2,986,136	1,022,008	4,000,000	74.7%
197	2018	04	AE	S1-S1.5	Northeast	New York	Jo Ellen Rix	Jo Ellen Rix	Shapiro/Hermes	1023296		2,423,271	8,729,895	2,668,894	90.8%
198	2018	04	AE	S1-S1.5	Northeast	New York	Jonathan Auster	Jonathan Auster	Shapiro/Hermes	1170964	P2173256	617,943	1,212,000	2,153,000	49.1%
199	2018	04	AE	S1-S1.5	Northeast	New York	Phillip Lefevre	Phillip Lefevre	Shapiro/Hermes	1154851	P1623631	2,220,476	10,297,897	2,500,000	88.8%
200	2018	04	AE	S1-S1.5	Northeast	New York	Timothy Minter	Timothy Minter	Jaime Morrison	1200396		397,464	1,887,024	700,000	56.8%
201	2018	04	AE	S1-S1.5	Northeast	Ohio	Amea Krzyscin	Amea Krzyscin	Christine Smith	1210557	E220544	451,918	2,197,000	1,208,443	37.4%
202	2018	04	AE	S1-S1.5	Northeast	Ohio	Brian Florio	Brian Florio	Jim Post	1179252	P2196155	585,745	3,489,879	1,750,000	33.5%
203	2018	04	AE	S1-S1.5	Northeast	Ohio	Chris Reid	Chris Reid	Jaime Ames	1099915	P2197005	1,795,490	1,900,000	1,900,000	54.1%
204	2018	04	AE	S1-S1.5	Northeast	Ohio	Constance Rockwood	Constance Rockwood	Aimee Keith	1121534		967,237	1,613,124	1,371,574	70.5%
205	2018	04	AE	S1-S1.5	Northeast	Ohio	Deborah Ziegman	Deborah Ziegman	Karen Puck	1200688	208644	394,729	1,935,568	600,395	65.7%
206	2018	04	AE	S1-S1.5	Northeast	Ohio	Dianne Haggins	Dianne Haggins	Kevin Tupper	1203118	P2191128	476,237	1,278,655	1,278,655	37.2%
207	2018	04	AE	S1-S1.5	Northeast	Ohio	Heather Schultz	Heather Schultz	Laura Lee	1236774	P2133373	716,959	2,737,090	1,243,000	57.7%
208	2018	04	AE	S1-S1.5	Northeast	Ohio	Jeffrey Robeck	Jeffrey Robeck	Mike Chase	1142670		2,281,670	2,281,670	2,281,670	45.4%
209	2018	04	AE	S1-S1.5	Northeast	Ohio	Job Share Copfer / Benton	Job Share: Renee Copfer / Tracy Benton	Mike Chase	1074295 / 1084256		2,504,093	8,863,710	4,454,000	55.2%
210	2018	04	AE	S1-S1.5	Northeast	Ohio	Job Share O'Hara / Carter	Job Share: Amanda O'Hara / Coleen Carter	Jaime Ames	1124257 / 1179066		872,784	4,489,161	2,230,124	39.1%
211	2018	04	AE	S1-S1.5	Northeast	Ohio	Job Share Steinbrunner / Paul	Shupe	Laura Lee	1153061 / 1231198		704,099	4,090,933	1,289,172	54.6%
212	2018	04	AE	S1-S1.5	Northeast	Ohio	Joseph Thiem	Joseph Thiem	Christine Smith	1141108	P219108	1,217,208	1,217,208	1,217,208	99.1%
213	2018	04	AE	S1-S1.5	Northeast	Ohio	Kimberly Tolnar	Kimberly Tolnar	Laura Lee	1203522		538,814	2,554,176	1,243,000	75.5%
214	2018	04	AE	S1-S1.5	Northeast	Ohio	Nicholas Grote	Nicholas Grote	Jim Post	1176298		655,907	1,724,980	900,000	72.9%
215	2018	04	AE	S1-S1.5	Northeast	Ohio	Patrick Horgan	Patrick Horgan	Laura Lee	1138828	p2169089	985,885	2,622,000	1,243,000	79.3%
216	2018	04	AE	S1-S1.5	Northeast	Ohio	Sara Backman	Sara Backman	Ron Stricker	1085477	e070849	317,888	2,152,722	725,000	43.8%
217	2018	04	AE	S1-S1.5	Northeast	Ohio	Taylor Moore	Taylor Moore	Ron Stricker	1712891		1,724,291	1,900,000	1,900,000	100.0%
218	2018	04	AE	S1-S1.5	Northeast	Update NY / ME	Ann Magala	Ann Magala	Katherine Drake Marவர்	1004832	E100372	331,662	1,300,786	955,000	73.6%
219	2018	04	AE	S1-S1.5	Northeast	Update NY / ME	Ed Glasgow	Ed Glasgow	Natasha Polito	1207335	P2146718	830,447	1,943,751	1,722,000	65.3%
220	2018	04	AE	S1-S1.5	Northeast	Update NY / ME	Gwen Dyer	Gwen Dyer	Doug Foerster	1196655		342,985	1,531,144	944,000	36.3%
221	2018	04	AE	S1-S1.5	Northeast	Update NY / ME	Jaime Ralston	Jaime Ralston	Tara MacDonald	1083521	P2074327	804,372	1,848,621	957,034	84.0%
222	2018	04	AE	S1-S1.5	Northeast	Update NY / ME	Jaime Dwyer	Jaime Dwyer	Tracy Cranmer	1203814	P2193614	1,739,614	2,536,200	1,750,000	77.3%
223	2018	04	AE	S1-S1.5	Northeast	Update NY / ME	Job Share Hull / Savatieri	Job Share: Diane Hull / Elise Savatieri	Laura Whittinghill	1122007 / 1122009		1,084,510	2,536,200	1,450,000	74.8%
224	2018	04	AE	S1-S1.5	Northeast	Update NY / ME	Julie Kramer	Julie Kramer	Doug Foerster	1143609	P2195196	665,292	1,906,454	1,070,000	62.2%
225	2018	04	AE	S1-S1.5	Northeast	Update NY / ME	Lindsay Maurer	Lindsay Maurer	Nick Darling	1195056		584,164	1,552,078	875,000	66.8%
226	2018	04	AE	S1-S1.5	Northeast	Update NY / ME	Rochester Job Share 1	Job Share: Heather tannone/Gina Loewenguth	Natasha Polito						

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	PID-EID	Full Year Net Rev	FY 2018 Budget	2018 First Look Budget Goal	% FY Rev vs First Look Goal
302	2018	04	AE	\$1.5+	West	LA	Lydia Matus	Lydia Matus	Tom Laky	1056609		1,851,097	10,826,905	3,728,907	57.3%
303	2018	04	AE	\$1.5+	West	LA	Maria Curry	Maria Curry	Kelly Reed	1228843	P2145004	1,079,736	5,280,000	1,193,000	11.5%
304	2018	04	AE	\$1.5+	West	LA	Mark Milner	Mark Milner	Helenae Juceam	1127433	P119581	633,928	1,133,149	1,333,149	34.0%
305	2018	04	AE	\$1.5+	West	LA	Merribeth Gal	Merribeth Gal	John Krenzer	1101704	P2180991	651,361	2,353,262	1,432,620	45.5%
306	2018	04	AE	\$1.5+	West	LA	Michael Fong	Michael Fong	Tom Laky	1228278		2,455,172	9,584,388	3,568,032	68.8%
307	2018	04	AE	\$1.5+	West	LA	Michael Lauer	Michael Lauer	Dereck Messina	1174794	P2164537	2,709,545	8,034,891	2,559,759	105.9%
308	2018	04	AE	\$1.5+	West	LA	Randy Milost	Randy Milost	Isolene Juceam	10884251	P0605982	1,589,462	1,589,462	1,018,927	47.0%
309	2018	04	AE	\$1.5+	West	LA	Richard Waisfisz	Richard Waisfisz	Dereck Messina	1238700	P2350807	8,382,103	8,282,103	2,837,972	47.0%
310	2018	04	AE	\$1.5+	West	LA	Sean Broderick	Sean Broderick	Helenae Juceam	1127159	P2155213	886,356	1,878,328	1,151,903	76.9%
311	2018	04	AE	\$1.5+	West	Pacific States	Jaime Kagawa	Jaime Kagawa	Michael Garcia	1045984	P2173700	271,787	1,915,000	950,000	28.6%
312	2018	04	AE	\$1.5+	West	Pacific States	John Padeken	John Padeken	Michael Garcia	1118224		135,006	1,602,014	900,000	15.0%
313	2018	04	AE	\$1.5+	West	Pacific States	Julie Carter	Julie Carter	Jeff McGowan	1121632		512,105	1,300,000	565,304	56.5%
314	2018	04	AE	\$1.5+	West	Pacific States	Melissa Orr	Melissa Orr	Jason Mitchell	1521639	MD027025	417,317	1,608,208	650,000	17.0%
315	2018	04	AE	\$1.5+	West	Pacific States	Mike DellaVella	Mike DellaVella	Sherry Santana	1513195	MD151319	558,322	1,665,499	850,000	65.7%
316	2018	04	AE	\$450 - \$699	Central	MidNorth	Aaron Woodford	Aaron Woodford	Terri Hoepner	1534554		305,101	616,926	301,613	101.2%
317	2018	04	AE	\$450 - \$699	Central	MidNorth	Alan Olson	Alan Olson	Jamie Miller	1515825	atohcn	326,926	545,000	265,500	123.1%
318	2018	04	AE	\$450 - \$699	Central	MidNorth	Andreas Blader	Andreas Blader	Paul Sweet	1529744	AB407908	234,102	378,061	218,061	61.8%
319	2018	04	AE	\$450 - \$699	Central	MidNorth	Barry Peterson	Barry Peterson	Bill Van Koeveering	1511313		90,580	490,237	200,000	45.3%
320	2018	04	AE	\$450 - \$699	Central	MidNorth	Betsy Maloney	Betsy Maloney	Paul Sweet	1510693	bmaloey	69,139	675,981	352,868	19.6%
321	2018	04	AE	\$450 - \$699	Central	MidNorth	Blake Benner	Blake Benner	Todd McNally	1523724		290,183	615,000	300,000	141.5%
322	2018	04	AE	\$450 - \$699	Central	MidNorth	Bonnie Nimmo	Bonnie Nimmo	Ryan Krajewski	1511414	593690	156,003	595,768	297,377	52.5%
323	2018	04	AE	\$450 - \$699	Central	MidNorth	Catherine Flottmeyer	Catherine Flottmeyer	Jan Letko	1204462	P213179	140,013	504,031	237,102	59.1%
324	2018	04	AE	\$450 - \$699	Central	MidNorth	Chris Whitburn	Chris Whitburn	Joe Tessmer	1508725		222,442	472,564	237,000	103.5%
325	2018	04	AE	\$450 - \$699	Central	MidNorth	Doug Mitchell	Doug Mitchell	Joe DeBaki	1509811	Dmitchel	201,847	492,000	250,000	80.7%
326	2018	04	AE	\$450 - \$699	Central	MidNorth	Heidi Frei	Heidi Frei	Terri Hoepner	1524991	heidfr	264,433	580,343	278,726	94.9%
327	2018	04	AE	\$450 - \$699	Central	MidNorth	Jeremiah Lewis	Jeremiah Lewis	Kristen Hall	1524233		266,102	481,000	233,630	113.9%
328	2018	04	AE	\$450 - \$699	Central	MidNorth	Jerry Sigbroth	Jerry Sigbroth	Ryan Krajewski	1524856	2947652	284,821	697,025	219,848	129.6%
329	2018	04	AE	\$450 - \$699	Central	MidNorth	John Short	John Short	Kristen Hall	1533288	P516644	115,384	402,000	300,000	38.5%
330	2018	04	AE	\$450 - \$699	Central	MidNorth	Kirt Schubring	Kirt Schubring	Joe Tessmer	1511401	1511401	134,207	644,475	291,827	46.0%
331	2018	04	AE	\$450 - \$699	Central	MidNorth	Kristin Larsen	Kristin Larsen	Ryan Krajewski	1509792	KL235989	292,854	693,439	323,517	90.5%
332	2018	04	AE	\$450 - \$699	Central	MidNorth	Lisa Neumann	Lisa Neumann	Steve Houliander	1517524	1244472	291,446	625,000	277,845	104.9%
333	2018	04	AE	\$450 - \$699	Central	MidNorth	Lisa Ross	Lisa Ross	Dale Seadring	1522137	2407684	222,137	610,554	295,160	75.3%
334	2018	04	AE	\$450 - \$699	Central	MidNorth	Lori Gilmer	Lori Gilmer	Joe DeBaki	1518419	lignmer	284,154	538,000	256,000	111.0%
335	2018	04	AE	\$450 - \$699	Central	MidNorth	Mary Mooney	Mary Mooney	Jan Letko	1182163		247,467	583,894	240,771	102.8%
336	2018	04	AE	\$450 - \$699	Central	MidNorth	Michelle Murdick	Michelle Murdick	Kristen Hall	1529358	mmurdick	355,323	549,000	275,000	129.2%
337	2018	04	AE	\$450 - \$699	Central	MidNorth	Nick Evangelista	Nick Evangelista	Steve Houliander	1236875	P2328796	125,911	555,472	271,388	46.4%
338	2018	04	AE	\$450 - \$699	Central	MidNorth	Robert Montegale	Robert Montegale	Terri Hoepner	1517485	1088378	279,157	645,165	331,726	159.3%
339	2018	04	AE	\$450 - \$699	Central	MidNorth	Trey Warren	Trey Warren	Joe DeBaki	1509818	warren1	75,561	510,000	238,323	31.6%
340	2018	04	AE	\$450 - \$699	Central	MidWest	Brian Kelley	Brian Kelley	Mark Rouse	1035482	P2187097	105,119	485,808	230,000	45.7%
341	2018	04	AE	\$450 - \$699	Central	MidWest	Carole Verling	Carole Verling	Mike Elam	1520191	1520191	547,742	380,108	380,108	35.5%
342	2018	04	AE	\$450 - \$699	Central	MidWest	Jimmy Sams	Jimmy Sams	Kevin Noel	1513602	1412833	88,955	489,939	215,003	41.4%
343	2018	04	AE	\$450 - \$699	Central	MidWest	Kathy Nottorgione	Kathy Nottorgione	Carol Rudofski	1532227	1532227	457,320	228,462	228,462	66.8%
344	2018	04	AE	\$450 - \$699	Central	MidWest	Kathy Guterlosch	Kathy Guterlosch	Carol Rudofski	1525462		109,400	453,238	224,424	48.7%
345	2018	04	AE	\$450 - \$699	Central	MidWest	Melissa Kommer	Melissa Kommer	Carol Rudofski	mk43760		77,153	484,461	228,462	33.8%
346	2018	04	AE	\$450 - \$699	Central	MidWest	Michael Hemmett	Michael Hemmett	Mark Rouse	1085177	P2161207	327,304	648,782	312,500	104.7%
347	2018	04	AE	\$450 - \$699	Central	MidWest	Sadie Worthing	Sadie Worthing	Bob Marr	1511759	1511759	269,643	564,075	265,500	56.4%
348	2018	04	AE	\$450 - \$699	Central	MidWest	Sherry Norvell	Sherry Norvell	Mike Pappas	1509195		110,554	284,500	189,500	109.1%
349	2018	04	AE	\$450 - \$699	Central	MidWest	Tom Bauech	Tom Bauech	Bonnie Gallagher	1518816		269,043	585,511	298,500	90.1%
350	2018	04	AE	\$450 - \$699	Central	MidWest	Victor Everett	Victor Everett	Lori Brown	1238667	P2342675	269,618	460,161	144,394	186.7%
351	2018	04	AE	\$450 - \$699	Central	Texas	Abraham Herndon	Abraham Herndon	Adam Raymond	6019950	P2725912	189,073	350,000	350,000	54.0%
352	2018	04	AE	\$450 - \$699	Central	Texas	Alejandro Cardenas	Alejandro Cardenas	Sally Martinez	1175672	P2193626	231,274	629,340	298,295	77.5%
353	2018	04	AE	\$450 - \$699	Central	Texas	Amey Villanueva	Amey Villanueva	Michael Keesee	1176635	P2200793	117,506	613,500	243,000	56.0%
354	2018	04	AE	\$450 - \$699	Central	Texas	Bernadette Garza	Bernadette Garza	Michael Keesee	1151009	e150521	133,259	616,115	270,000	86.6%
355	2018	04	AE	\$450 - \$699	Central	Texas	Dana Deluna	Dana Deluna	Sally Martinez	1151450		199,638	535,317	300,000	66.5%
356	2018	04	AE	\$450 - \$699	Central	Texas	Daniel Coleman	Daniel Coleman	Michael Keesee	1116158	e106272	162,026	299,579	299,579	54.1%
357	2018	04	AE	\$450 - \$699	Central	Texas	Deanna DeKay	Deanna DeKay	Nathan McCray	1085004	2168895	106,798	600,000	350,975	30.4%
358	2018	04	AE	\$450 - \$699	Central	Texas	Genesa Duncan	Genesa Duncan	Nathan McCray	1524220		654,286	600,000	600,000	116.8%
359	2018	04	AE	\$450 - \$699	Central	Texas	Gregory Alvarado	Gregory Alvarado	Steven Brooks	1248459		131,008	504,635	200,000	65.5%
360	2018	04	AE	\$450 - \$699	Central	Texas	Hilda Duron	Hilda Duron	Sally Martinez	1137800	P2155621	279,171	540,160	298,295	93.6%
361	2018	04	AE	\$450 - \$699	Central	Texas	Katherine Bourgeois	Katherine Bourgeois	Sean Lervag	6037075	P2765725	230,175	525,000	250,000	92.1%
362	2018	04	AE	\$450 - \$699	Central	Texas	Lita Box	Lita Box	Sean Lervag	1221620	P233297	487,534	481,489	280,000	174.1%
363	2018	04	AE	\$450 - \$699	Central	Texas	Robert Coogerman	Robert Coogerman	Sean Lervag	1164816		396,867	622,613	400,000	66.0%
364	2018	04	AE	\$450 - \$699	Central	Texas	Shannon Kimball	Shannon Kimball	Nathan McCray	1071129		45,024	474,995	155,550	28.9%
365	2018	04	AE	\$450 - \$699	Central	Texas	Wes Chatfield	Wes Chatfield	Steven Brooks	1101694		223,174	596,411	350,000	63.8%
366	2018	04	AE	\$450 - \$699	Central	Texas	Whitney Paul Smith	Whitney Paul Smith	Matt Ellis	1178212	P2179054	839,064	682,631	300,000	279.7%
367	2018	04	AE	\$450 - \$699	Northeast	New York	Jason Dennis	Jason Dennis	Jaime Romeros	1150972		155,185	469,523	300,000	51.7%
368	2018	04	AE	\$450 - \$699	Northeast	New York	Jeffrey Gombis	Jeffrey Gombis	Robert Island USM	1187024		89,770	550,000	25,000	25.0%
369	2018	04	AE	\$450 - \$699	Northeast	New York	Robert Commencucci	Robert Commencucci	Derek Benedic	1228505		306,173	619,047	300,000	102.1%
370	2018	04	AE	\$450 - \$699	Northeast	Ohio	Amy Ross	Amy Ross	Karen Pope	1236800	P251227	222,111	640,243	450,000	49.4%
371	2018	04	AE	\$450 - \$699	Northeast	Ohio	Brynn Doherty	Brynn Doherty	Christine Smith	6045097		57,242	606,221	300,000	50.1%
372	2018	04	AE	\$450 - \$699	Northeast	Ohio	Dale Otto	Dale Otto	Dino Gerdeam	6031192	P2735423	139,789	459,977	279,000	64.8%
373	2018	04	AE	\$450 - \$699	Northeast	Ohio	Gary Ketter	Gary Ketter	Jim Post	1187024	P2194753	279,588	640,243	300,000	50.1%
374	2018	04	AE	\$450 - \$699	Northeast	Ohio	Jessica Kirkwood	Jessica Kirkwood	Annie Keith	1152480	P2161062	387,845	602,862	328,601	79.1%
375	2018	04	AE	\$450 - \$699	Northeast	Ohio	Joseph Seither	Joseph Seither	Jim Post	1188577		214,663	680,066	425,000	50.5%
376	2018	04	AE	\$450 - \$699	Northeast	Ohio	Julie Orick	Julie Orick	Jim Post	1231767	P2729938	294,466	504,811	225,000	130.9%
377	2018	04	AE	\$450 - \$699	Northeast	Ohio	Kara Riccardi	Kara Riccardi	Annie Keith	1225443	P2159929	305,083	584,854	396,445	77.0%
378	2018	04	AE	\$450 - \$699	Northeast	Ohio	Mark Montemoriles	Mark Montemoriles	Mike Chastain	1521638		665,556	631,212	312,212	66.0%
379	2018	04	AE	\$450 - \$699	Northeast	Ohio	Sara McMullen	Sara McMullen	Brenda Jasper	1053444		210,566	530,704	318,853	67.3%
380	2018	04	AE	\$450 - \$699	Northeast	Ohio	Taylor Booth	Taylor Booth	Dino Gerdeam	1219128	P2168681	138,334	594,553	334,000	41.4%
381	2018	04	AE	\$450 - \$699	Northeast	Upstate NY / ME	Barry Dellipio	Barry Dellipio	Doug Foerster	1123733	e1151027	205,162	657,773	330,663	62.0%
382	2018	04	AE	\$450 - \$699	Northeast	Upstate NY / ME	Benjamin Collins	Benjamin Collins	Nick Darling	1236763	2331214	63,246	532,214	375,000	16.9%
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Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	PID-EID	Full Year Net Rev	FY 2018 Budget	2018 First Look Budget Goal	% FY Rev vs First Look Goal
458	2018	04	AE	< \$450 - \$699	West	Pacific States	Lisa Hovey	Lisa Hovey	Kendall Char	1239786		305,531	553,120	80,000	381.9%
459	2018	04	AE	< \$450 - \$699	West	Pacific States	Maria Martinez	Maria Martinez	Donald Stone	1502089		499,625	499,625	485,000	32.9%
460	2018	04	AE	< \$450 - \$699	West	Pacific States	Theresa Swan	Theresa Swan	Amber Aguirre	1527859	1674751	282,564	641,703	344,829	81.9%
461	2018	04	AE	< \$450 - \$699	West	Pacific States	Tim Doan	Tim Doan	Jason Mitchell	1511789	1588662	141,775	597,874	350,000	40.5%
462	2018	04	AE	< \$450 - \$699	West	Pacific States	Todd Sims	Todd Sims	Jeff McGowan	6035734	12762655	35,966	608,933	375,000	9.6%
463	2018	04	AE	< \$700 - \$999	Central	MidNorth	Becky Baker	Becky Baker	Paul Sweet	1511308	18515125	352,296	849,542	395,819	89.0%
464	2018	04	AE	< \$700 - \$999	Central	MidNorth	Cassie Van Rocklin	Cassie Van Rocklin	Kristen Hall	1024881	1517755	297,755	104,800	176,790	176.9%
465	2018	04	AE	< \$700 - \$999	Central	MidNorth	Jennifer Tragas	Jennifer Tragas	Paul Sweet	1515566	1516559	100,823	716,659	445,928	42.8%
466	2018	04	AE	< \$700 - \$999	Central	MidNorth	Melissa Schumacher	Melissa Schumacher	Jason Bjorson	1054037	12760142	201,231	716,361	349,082	57.6%
467	2018	04	AE	< \$700 - \$999	Central	MidNorth	Miriam Share	Miriam Share	Paul Sweet	1521993	2745918	175,988	720,331	342,131	51.4%
468	2018	04	AE	< \$700 - \$999	Central	MidNorth	Scott Callahan	Scott Callahan	Todd McNally	1516078	2241548	402,304	813,000	400,000	100.6%
469	2018	04	AE	< \$700 - \$999	Central	MidNorth	Sheryl Kahler	Sheryl Kahler	Bill Van Koeveering	1520911	1514617	208,539	608,539	490,000	110.4%
470	2018	04	AE	< \$700 - \$999	Central	MidNorth	Stacey Gleason	Stacey Gleason	Sheryl Kahler	1519921	1929721	268,732	810,000	428,605	62.7%
471	2018	04	AE	< \$700 - \$999	Central	MidWest	Ben Fisher	Ben Fisher	Mike Elam	1517116	1517116	403,184	857,433	644,577	86.8%
472	2018	04	AE	< \$700 - \$999	Central	MidWest	Brad Ronspies	Brad Ronspies	Mark Rouse	1035581	12157448	374,827	878,481	425,000	88.2%
473	2018	04	AE	< \$700 - \$999	Central	MidWest	Christine Lavalle	Christine Lavalle	Mike Pieper	1528705	1528705	324,555	758,200	379,440	85.5%
474	2018	04	AE	< \$700 - \$999	Central	MidWest	David Brown	David Brown	Paul Sweet	1214586	1514586	254,489	810,000	480,227	53.6%
475	2018	04	AE	< \$700 - \$999	Central	MidWest	Jeanne Swanson	Jeanne Swanson	Mark Rouse	1030471	1001444	211,567	785,657	398,000	53.2%
476	2018	04	AE	< \$700 - \$999	Central	MidWest	Linda Gilchrist	Linda Gilchrist	Lori Brown	6037745	167267	94,188	749,601	360,000	26.2%
477	2018	04	AE	< \$700 - \$999	Central	MidWest	Matt Cannella	Matt Cannella	Bonnie Gallagher	1517837	MC247717	567,239	832,422	298,500	190.0%
478	2018	04	AE	< \$700 - \$999	Central	Texas	Amanda Crawford	Amanda Crawford	Raymond May	1919133	12177624	236,709	922,320	350,000	67.6%
479	2018	04	AE	< \$700 - \$999	Central	Texas	Javier Ramos	Javier Ramos	Kristine Gomez	6021405	1732395	245,730	970,911	365,000	67.3%
480	2018	04	AE	< \$700 - \$999	Central	Texas	Jeanne DeMarco	Jeanne DeMarco	Steven Brooks	1101818	12196103	225,677	808,214	475,000	68.4%
481	2018	04	AE	< \$700 - \$999	Central	Texas	John Frazer	John Frazer	John Pedevilla	6027976	1745877	294,461	847,271	500,000	58.9%
482	2018	04	AE	< \$700 - \$999	Central	Texas	Linda Landry	Linda Landry	Sally Martinez	1078121	1061672	229,458	740,201	400,000	57.4%
483	2018	04	AE	< \$700 - \$999	Central	Texas	Lisa Cooper	Lisa Cooper	Michael Keesee	1160081	1160385	107,998	730,097	410,000	26.3%
484	2018	04	AE	< \$700 - \$999	Central	Texas	Nathan McCreary	Nathan McCreary	John Pedevilla	1029532	14101735	842,735	842,735	405,000	27.6%
485	2018	04	AE	< \$700 - \$999	Central	Texas	Mical Phillips	Mical Phillips	John Pedevilla	1222492	e234439	284,862	966,265	420,000	67.8%
486	2018	04	AE	< \$700 - \$999	Central	Texas	Natalie Rios	Natalie Rios	Kristine Gomez	6009298	12702316	570,273	868,339	245,000	232.8%
487	2018	04	AE	< \$700 - \$999	Central	Texas	Nelson Rios	Nelson (Alex) Rios	Sean Lervag	1235708	1249948	526,352	958,125	455,000	115.7%
488	2018	04	AE	< \$700 - \$999	Northeast	New York	Gianna Franco	Gianna Franco	Derek Benedict	1003364	12152384	522,455	892,019	600,000	87.1%
489	2018	04	AE	< \$700 - \$999	Northeast	New York	Noella Santolucito	Noella Santolucito	James Morrison	12174585	15174585	831,174	840,000	642,116	64.2%
490	2018	04	AE	< \$700 - \$999	Northeast	Ohio	David Whitehead	David Whitehead	Ron Stricker	6067989	2141262	895,193	455,000	475,000	85.1%
491	2018	04	AE	< \$700 - \$999	Northeast	Ohio	Deborah Smith	Deborah Smith	Dino Gerdean	1140264	12176146	337,008	847,731	427,000	78.9%
492	2018	04	AE	< \$700 - \$999	Northeast	Ohio	Deena Kern	Deena Kern	Dino Gerdean	1140267	1135623	313,243	927,892	445,000	70.4%
493	2018	04	AE	< \$700 - \$999	Northeast	Ohio	Eric Davis	Eric Davis	Ron Stricker	1134652	11828213	450,210	788,182	700,000	64.3%
494	2018	04	AE	< \$700 - \$999	Northeast	Ohio	John Chelida	John Chelida	Mark Chastain	12206160	12206160	226,510	842,510	668,599	47.3%
495	2018	04	AE	< \$700 - \$999	Northeast	Ohio	Jon Ruben	Jon Ruben	Kerry Collins	1065871	87509	966,331	325,000	475,000	26.9%
496	2018	04	AE	< \$700 - \$999	Northeast	Ohio	Josh Watson	Josh Watson	Kerry Collins	1232524	117724	878,672	350,000	350,000	33.6%
497	2018	04	AE	< \$700 - \$999	Northeast	Ohio	Michelle Novotny	Michelle Novotny	Mark Chastain	1135339	1129163	371,067	900,184	474,878	78.1%
498	2018	04	AE	< \$700 - \$999	Northeast	Ohio	Monica Arnold	Monica Arnold	Janey Ames	1204941	12167396	231,225	769,161	435,000	53.2%
499	2018	04	AE	< \$700 - \$999	Northeast	Ohio	Tara Melisio	Tara Melisio	Jim Pelt	1214494	1214494	289,496	840,000	495,000	49.8%
500	2018	04	AE	< \$700 - \$999	Northeast	Update NY / ME	Ambera Barnes	Ambera Barnes	Nick Darling	1023975	1737684	388,174	770,468	535,000	72.6%
501	2018	04	AE	< \$700 - \$999	Northeast	Update NY / ME	Gerard Pacifici	Gerard Pacifici	Jennifer Loonan	1123761	12183435	400,908	900,293	750,000	53.5%
502	2018	04	AE	< \$700 - \$999	Northeast	Update NY / ME	Gregory Franzone	Gregory Franzone	Tracy Cramer	6027672	1027672	478,179	852,842	631,000	75.8%
503	2018	04	AE	< \$700 - \$999	Northeast	Update NY / ME	Jill Dozer	Jill Dozer	Natasha Polito	1003166	1702641	337,999	773,471	385,000	97.8%
504	2018	04	AE	< \$700 - \$999	Northeast	Update NY / ME	Kathy Chilson	Kathy Chilson	John Pedevilla	12199666	847177	847,177	278,000	278,000	30.5%
505	2018	04	AE	< \$700 - \$999	Northeast	Update NY / ME	Lauri Mee	Lauri Mee	Nick Darling	1003685	1001389	41,161	852,797	450,000	9.1%
506	2018	04	AE	< \$700 - \$999	Northeast	Update NY / ME	Lynne Spugnardi	Lynne Spugnardi	Doug Foerster	6038125	1677771	438,095	814,850	630,000	69.5%
507	2018	04	AE	< \$700 - \$999	Northeast	Update NY / ME	Matthew Coleman	Matthew Coleman	Bill Bagley	1083975	e771508	295,332	748,050	410,000	72.0%
508	2018	04	AE	< \$700 - \$999	Northeast	Update NY / ME	Matthew Walters	Matthew Walters	Bonita Elias	1217697	12147572	256,889	886,037	375,000	68.5%
509	2018	04	AE	< \$700 - \$999	Northeast	Update NY / ME	Tara MacDonnell	Tara MacDonnell	John Pedevilla	1212687	1212687	810,659	810,659	427,000	75.7%
510	2018	04	AE	< \$700 - \$999	South	Carolina	Andrew Hatfield-O'Hern	Andrew Hatfield-O'Hern	Emily Zalaca	1911340	1197702	550,551	782,890	610,000	91.8%
511	2018	04	AE	< \$700 - \$999	South	Carolina	Becky Hovorka	Becky Hovorka	Rob Padgett	1042841	12199699	420,948	819,760	400,000	105.2%
512	2018	04	AE	< \$700 - \$999	South	Carolina	Chad Suggs	Chad Suggs	Darryl Heller	1523983	2913257	142,346	575,618	299,000	29.9%
513	2018	04	AE	< \$700 - \$999	South	Carolina	Corey Peters Baynden	Corey Peters Baynden	Summer Hamdan	1138609	1316896	853,387	725,000	433,700	43.7%
514	2018	04	AE	< \$700 - \$999	South	Carolina	Craig Kuehns	Craig Kuehns	Craig Ku	1511031	1232332	156,749	409,247	56,000	86.6%
515	2018	04	AE	< \$700 - \$999	South	Carolina	Donald West	Donald West	Emily Zalaca	1226801	1226801	257,927	850,439	300,000	80.0%
516	2018	04	AE	< \$700 - \$999	South	Carolina	Donna Treadway	Donna Treadway	Donna Hammett	1512308	1050542	207,641	700,642	543,516	38.2%
517	2018	04	AE	< \$700 - \$999	South	Carolina	Emily Moore	Emily Moore	David McGee	1188145	1080230	161,082	902,530	380,000	42.4%
518	2018	04	AE	< \$700 - \$999	South	Carolina	Gary Wilson	Gary Wilson	Stephanie Collins	1071279	1513021	57,097	815,332	590,000	9.7%
519	2018	04	AE	< \$700 - \$999	South	Carolina	Jeff Fries	Jeff Fries	Donna Hammett	1513021	1513021	84,147	99,660	468,077	54.0%
520	2018	04	AE	< \$700 - \$999	South	Carolina	Karin Atia	Karin Atia	Rob Padgett	1173398	e176197	735,029	994,667	750,000	98.6%
521	2018	04	AE	< \$700 - \$999	South	Carolina	Laurel Corley	Laurel Corley	Dody Yarbrough	1170111	12169982	128,283	930,319	346,000	37.1%
522	2018	04	AE	< \$700 - \$999	South	Carolina	Lisa Field	Lisa Field	Dody Yarbrough	6014294	293566	862,369	366,000	300,000	80.2%
523	2018	04	AE	< \$700 - \$999	South	Carolina	Marodith Hamrick	Marodith Hamrick	Teresa Vause	1051233	e004784	162,604	793,207	321,000	50.7%
524	2018	04	AE	< \$700 - \$999	South	Carolina	Michael Koeller	Michael Koeller	Terrell Upton	1147420	1147420	92,409	810,000	400,000	55.7%
525	2018	04	AE	< \$700 - \$999	South	Carolina	Patrick Blackoc	Patrick Blackoc	Joey Walker Little	1527553	1527553	510,463	837,261	300,000	170.2%
526	2018	04	AE	< \$700 - \$999	South	Carolina	Rachel Butler	Rachel Butler	Roy Costner	1517525	18844472	72,106	829,267	401,650	18.0%
527	2018	04	AE	< \$700 - \$999	South	Carolina	Sally Peeples	Sally Peeples	Teresa Vause	1015540	12190686	101,322	902,492	340,000	29.8%
528	2018	04	AE	< \$700 - \$999	South	Florida	Annette Billeu	Annette Billeu	John Fennsey	1504208	12151045	301,127	949,346	600,000	50.2%
529	2018	04	AE	< \$700 - \$999	South	Florida	Arvel Turley	Arvel Turley	Norm Pyle	1009059	12181812	238,812	718,400	440,000	61.1%
530	2018	04	AE	< \$700 - \$999	South	Florida	Catalina Botero	Catalina Botero	John Fennsey	1510812	12777380	365,335	15,027	502,000	52.9%
531	2018	04	AE	< \$700 - \$999	South	Florida	Cathie Rock	Cathie Rock	Norm Pyle	1503047		585,350	854,935	550,200	106.4%
532	2018	04	AE	< \$700 - \$999	South	Florida	Jennifer Makal	Jennifer Makal	Nick Puddicombe	1503095	12149314	264,802	719,510	469,000	56.5%
533	2018	04	AE	< \$700 - \$999	South	Florida	Kelly Byrnes	Kelly Byrnes	John Fennsey	6010806	12706400	646,332	973,496	581,000	111.2%
534	2018	04	AE	< \$700 - \$999	South	Florida	Kim Colosasso	Kim Colosasso	John Fennsey	6020801	12166028	913,755	130,755	700,000	53.0%
535	2018	04	AE	< \$700 - \$999	South	Florida	Rig DeBallo	Rig DeBallo	Chris Kelley	1275074	1275074	563,065</			

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	PID-EID	Full Year Net Rev	FY 2018 Budget	2018 First Look Budget Goal	% FY Rev vs First Look Goal
614	2018/04	AE	< \$450	Central	MidWest	Doreen James	Doreen James	Doreen James	Pam Elston	1528122	0402218	295,986	317,067	219,684	134.7%
615	2018/04	AE	< \$450	Central	MidWest	Gloria Burns	Gloria Burns	Gloria Burns	Pam Elston	1525023	2956810	157,827	422,146	144,972	108.9%
616	2018/04	AE	< \$450	Central	MidWest	Zoni Meene	Zoni Meene	Bob Marr	1517450	2440948	1517450	32,537	321,985	157,500	20.7%
617	2018/04	AE	< \$450	Central	MidWest	Julie Kinnaman	Julie Kinnaman	Bob Marr	1515152	1515152	58,396	433,646	206,500	28.3%	
618	2018/04	AE	< \$450	Central	MidWest	Kevin Carnes	Kevin Carnes	Bonnie Gallagher	1519409	1519409	42,601	353,398	119,400	35.7%	
619	2018/04	AE	< \$450	Central	MidWest	Laure Jackson	Laure Jackson	Bob Marr	1527537	1938614	49,467	314,045	139,131	35.6%	
620	2018/04	AE	< \$450	Central	MidWest	Lilly Jaber	Lilly Jaber	Carol Rudolfski	1520463	1266303	119,087	317,912	171,961	69.3%	
621	2018/04	AE	< \$450	Central	MidWest	Mike Skelton	Mike Skelton	Kevin Noel	6026895	118,518	278,150	134,775	88.3%		
622	2018/04	AE	< \$450	Central	MidWest	Missy Nance	Missy Nance	Kevin Noel	6038986	23770636	48,605	248,295	110,141	44.1%	
623	2018/04	AE	< \$450	Central	MidWest	Robin Spence	Robin Spence	Kevin Noel	1525066	2959751	190,476	357,821	193,560	98.4%	
624	2018/04	AE	< \$450	Central	MidWest	Trisha O'Cheltrieb	Trisha O'Cheltrieb	Pam Elston	6009054	0701113	187,230	316,660	134,807	138.9%	
625	2018/04	AE	< \$450	Central	Texas	Christie Wolfin	Christie Wolfin	Matt Ellis	6028528	112,811	414,699	150,000	75.2%		
626	2018/04	AE	< \$450	Central	Texas	Isidoro Diaz	Isidoro Diaz	Matt Ellis	1232879	139,476	418,790	175,000	79.7%		
627	2018/04	AE	< \$450	Central	Texas	Maria Scott	Maria Scott	Sally Martinez	1053601	0031399	238,941	341,106	150,000	159.3%	
628	2018/04	AE	< \$450	Central	Texas	Vanessa Tena	Vanessa Tena	Raymond May	6007656	26099652	96,699	440,902	120,000	80.6%	
629	2018/04	AE	< \$450	Northeast	New York	George Quintano	George Quintano	Derek Benedict	1236454	23236875	134,404	446,005	250,000	53.8%	
630	2018/04	AE	< \$450	Northeast	New York	Jennifer Contino	Jennifer Contino	Derek Benedict	1239103	2229929	171,976	348,643	100,000	72.0%	
631	2018/04	AE	< \$450	Northeast	New York	Ryan Campbell	Ryan Campbell	Jaime Morrison	6023272	1785895	76,387	404,930	100,000	76.4%	
632	2018/04	AE	< \$450	Northeast	New York	Sara Hotoy	Sara Hotoy	Derek Benedict	1187278	1192759	95,233	373,993	100,000	95.2%	
633	2018/04	AE	< \$450	Northeast	Ohio	Jason Berry	Jason Berry	Brenda Jasper	6009409	20702639	70,493	447,846	271,440	26.0%	
634	2018/04	AE	< \$450	Northeast	Ohio	Jenna Rabideau	Jenna Rabideau	Brenda Jasper	1235475	2349691	243,943	449,020	265,958	91.7%	
635	2018/04	AE	< \$450	Northeast	Ohio	Nancy Leskovec	Nancy Leskovec	Mark Chastain	6008615	22700855	159,945	442,728	362,728	44.1%	
636	2018/04	AE	< \$450	Northeast	Ohio	Samuel Stolly	Samuel Stolly	Dino Gerdeman	1238581	23341274	120,540	422,959	312,000	38.6%	
637	2018/04	AE	< \$450	Northeast	Ohio	Talaya Biddle	Talaya Biddle	Dino Gerdeman	1239809	1254690	176,341	417,164	287,585	61.3%	
638	2018/04	AE	< \$450	Northeast	Upstate NY / ME	Amy Burnsworth	Amy Burnsworth	Katherine Drake Marhaver	1042152	22157420	226,556	417,929	345,000	65.7%	
639	2018/04	AE	< \$450	Northeast	Upstate NY / ME	Brett Ravert	Brett Ravert	Ron Nagy	1002707	2144166	191,680	401,820	182,000	105.3%	
640	2018/04	AE	< \$450	Northeast	Upstate NY / ME	Elizabeth Hillard	Elizabeth Hillard	Katherine Drake Marhaver	1239929	2229929	47,754	218,025	133,000	50.9%	
641	2018/04	AE	< \$450	Northeast	Upstate NY / ME	Jacquelyn Kirch	Jacquelyn Kirch	Katherine Drake Marhaver	1235110	23322076	126,115	337,710	215,000	58.7%	
642	2018/04	AE	< \$450	Northeast	Upstate NY / ME	Matthew Toomey	Matthew Toomey	Tracy Cramer	6021410	20732400	282,221	354,492	262,458	107.5%	
643	2018/04	AE	< \$450	Northeast	Upstate NY / ME	Rodney Mahan	Rodney Mahan	Doug Foerster	1000329	2315655	139,565	209,000	72.9%		
644	2018/04	AE	< \$450	Northeast	Upstate NY / ME	Thomas McCormick	Thomas McCormick	Katherine Drake Marhaver	6021111	*731681	65,685	393,855	110,000	59.7%	
645	2018/04	AE	< \$450	Northeast	Upstate NY / ME	Zachary Potter	Zachary Potter	Erin Duffy	236,115	2328959	26,115	231,884	113,000	23.1%	
646	2018/04	AE	< \$450	South	Carolinas	Bill Scott	Bill Scott	Teresa Vause	1005290	2015448	105,290	400,743	193,000	54.6%	
647	2018/04	AE	< \$450	South	Carolinas	Brandi Hudson	Brandi Hudson	Roy Costner	6015669	1051669	52,125	415,723	474,409	11.0%	
648	2018/04	AE	< \$450	South	Carolinas	Deborah Nicholson	Deborah Nicholson	Summer Hamdan	6017128	22722451	111,347	396,619	275,000	40.5%	
649	2018/04	AE	< \$450	South	Carolinas	Elizabeth Sorace	Elizabeth Sorace	Summer Hamdan	1221956	23197131	137,984	442,065	275,000	50.2%	
650	2018/04	AE	< \$450	South	Carolinas	John Putnam	John Putnam	Darryl Heller	1525289	1051866	49,846	391,281	91,339	37.2%	
651	2018/04	AE	< \$450	South	Carolinas	John Putnam	John Putnam	Emily Zalacca	1235502	23880272	182,311	301,548	300,000	60.8%	
652	2018/04	AE	< \$450	South	Carolinas	Patrick Kennedy	Patrick Kennedy	Emily Zalacca	1223683	2338804	219,780	429,984	200,000	109.9%	
653	2018/04	AE	< \$450	South	Carolinas	Rob Nichols	Rob Nichols	Dwight Ardoyn	1513427	23137523	92,060	317,250	111,405	82.6%	
654	2018/04	AE	< \$450	South	Carolinas	Tangia Betterson	Tangia Betterson	Tom Sweet	1206709	2215879	159,343	304,292	100,000	159.3%	
655	2018/04	AE	< \$450	South	Carolinas	Wendy Testerman	Wendy Testerman	Jody Walker Little	1520810	1674836	226,309	437,948	225,000	100.0%	
656	2018/04	AE	< \$450	South	Florida	Gloria Thompson	Gloria Thompson	Tom Sweet	1502315	2316424	114,432	438,401	200,000	157.2%	
657	2018/04	AE	< \$450	South	Florida	Jeffrey Rolon	Jeffrey Rolon	Tom Sweet	1008386	2313487	313,918	440,104	280,000	112.1%	
658	2018/04	AE	< \$450	South	Florida	Shawn Turner	Shawn Turner	Paula Gautaud	6023527	22736576	282,069	305,716	367,500	76.8%	
659	2018/04	AE	< \$450	South	Southeast	Billy Garrett	Billy Garrett	Jeff Fritz	1511843	2315887	79,620	283,188	219,000	36.4%	
660	2018/04	AE	< \$450	South	Southeast	Brandi Wilson	Brandi Wilson	Kevin Kee	1510850	2315850	72,727	441,705	300,000	31.9%	
661	2018/04	AE	< \$450	South	Southeast	Chris Letsinger	Chris Letsinger	Chris Munson	1517744	23157744	22,423	434,691	210,000	10.7%	
662	2018/04	AE	< \$450	South	Southeast	Donna Webb-Arnold	Donna Webb-Arnold	Chris Munson	1517348	23157348	41,586	420,204	175,000	23.8%	
663	2018/04	AE	< \$450	South	Southeast	James Taylor	James Taylor	John Moore	6039569	22772012	11,206	278,566	100,000	11.2%	
664	2018/04	AE	< \$450	South	Southeast	Jennifer Harbuck	Jennifer Harbuck	John Moore	1533751	2258285	102,905	392,910	180,000	57.2%	
665	2018/04	AE	< \$450	South	Southeast	Kassandra Herben	Kassandra Herben	Todd Livingston	6028665	1054098	4,543	288,279	150,000	3.0%	
666	2018/04	AE	< \$450	South	Southeast	Kelli Stackhouse	Kelli Stackhouse	Kevin Fain	1166288	2170139	492,771	137,500	400,000	123.2%	
667	2018/04	AE	< \$450	South	Southeast	Kelly Lytle	Kelly Lytle	Kevin Kee	1517748	23157748	98,034	442,900	300,000	32.7%	
668	2018/04	AE	< \$450	South	Southeast	Laurie Wright	Laurie Wright	Todd Livingston	1511602	10749993	80,129	390,617	175,000	45.8%	
669	2018/04	AE	< \$450	South	Southeast	Michael Seavers	Michael Seavers	John Moore	1530160	2315879	199,906	392,707	200,000	100.0%	
670	2018/04	AE	< \$450	South	Southeast	Penny Woods	Penny Woods	George Robbins	1108675	23169137	44,195	410,290	200,000	22.1%	
671	2018/04	AE	< \$450	South	Southeast	Rusty Little III	Rusty Little III	John Payne	1220558	2316424	116,542	365,318	213,000	54.8%	
672	2018/04	AE	< \$450	South	Southeast	Samantha Hydric	Samantha Hydric	Todd Livingston	1520850	2315879	20,824	222,062	130,000	16.0%	
673	2018/04	AE	< \$450	West	LA	Alejandro Cortez	Alejandro Cortez	Mike Jaffe	1204934	2315879	156,764	318,263	175,000	89.6%	
674	2018/04	AE	< \$450	West	LA	Brenda Rodriguez	Brenda Rodriguez	Lonnie Ross	1147359	23146204	163,348	357,947	250,000	65.3%	
675	2018/04	AE	< \$450	West	LA	Dana Swanson	Dana Swanson	Joe Flores	6021846	2315879	198,822	357,947	100,000	0.8%	
676	2018/04	AE	< \$450	West	LA	Francesca Nichols	Francesca Nichols	Mike Jaffe	1179058	2315879	3,375	401,936	100,000	0.8%	
677	2018/04	AE	< \$450	West	LA	Fred Earle	Fred Earle	Lonnie Ross	6017652	22733689	136,709	298,884	85,000	160.8%	
678	2018/04	AE	< \$450	West	LA	Irene Imhof	Irene Imhof	Lonnie Ross	6014753	22715587	77,603	313,335	75,000	103.5%	
679	2018/04	AE	< \$450	West	LA	Jill Longo	Jill Longo	Joe Flores	6018236	2274862	32,285	446,245	207,900	15.5%	
680	2018/04	AE	< \$450	West	LA	Jose Losano	Jose Losano	Derek Egger	1007260	2315879	382,670	308,761	200,000	54.4%	
681	2018/04	AE	< \$450	West	LA	Richard Negrete	Richard Negrete	Joshua Stratton	1117520	2315879	32,923	333,789	73,080	45.1%	
682	2018/04	AE	< \$450	West	LA	Tiffany Ott	Tiffany Ott	Lonnie Ross	6014862	22716351	83,579	258,917	85,000	98.3%	
683	2018/04	AE	< \$450	West	Mountain States	Jena Ingleyby	Jena Ingleyby	Todd Andrews	1521122	2315879	215,401	438,154	250,000	86.2%	
684	2018/04	AE	< \$450	West	Mountain States	Laura Knight	Laura Knight	Heath Corley	6011525	2315879	7,876	251,113	100,000	7.9%	
685	2018/04	AE	< \$450	West	Mountain States	Lucas Storey	Lucas Storey	Marcelle Jones	1008146	2315879	226,246	302,751	130,000	70.6%	
686	2018/04	AE	< \$450	West	Mountain States	Mauri Larson	Mauri Larson	Todd Andrews	6026653	22743050	94,561	309,597	145,000	65.2%	
687	2018/04	AE	< \$450	West	Mountain States	Michele Brown	Michele Brown	Todd Andrews	1521495	2315879	100,747	359,876	195,000	51.7%	
688	2018/04	AE	< \$450	West	Mountain States	Shawn Nelson	Shawn Nelson	Marcelle Jones	6035750	1762856	98,113	164,807	125,000	78.5%	
689	2018/04	AE	< \$450	West	Mountain States	Shelly Brush	Shelly Brush	Marcelle Jones	1535076	1535076	130,471	428,789	215,000	60.7%	
690	2018/04	AE	< \$450	West	Mountain States	Sherrandash Milan	Sherrandash Milan	Heath Corley	6006531	2341408	122,510	379,001	220,000	55.7%	
691	2018/04	AE	< \$450	West	Mountain States	Vicki Varis	Vicki Varis	Raymond May	1521350	22053678	73,559	227,350	141,000	52.3%	
692	2018/04	AE	< \$450	West	Pacific States	Adam Feller	Adam Feller	Christine Lyles Smith	6036762	2315879	54,369	248,439	100,000	54.4%	
693	2018/04	AE	< \$450	West	Pacific States	Amy Gargan	Amy Gargan	Gordon Galindo	6009439	22702853	25,522	416,681	275,000	9.3%	
694	2018/04	AE	< \$450	West	Pacific States	Dominique Pacheco	Dominique Pacheco	Sherry Santana	6014067	6014067	74,899	333,248	250,000	30.0%	
695	2018/04	AE	< \$450	West	Pacific States	Frank Filippi	Frank Filippi	Kendall Char	6029856	2275030	8,220	264,979	30,000	2.5%	
696	2018/04	AE	< \$450	West	Pacific States	Max Protasev	Max Protasev	Kendall Char	6036765	1765010	22,061	261,638	42,000	25.	