

FIRST LOOK
DRAFT Data file - LSM Rollups
2018 Week#5 (2/1/18)
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	05	Central	MidNorth	Bill Van Koevering	836,515	1,894,562	924,136	90.52%
2	2018	05	Central	MidNorth	Jamie Miller	706,961	1,647,544	810,733	87.20%
3	2018	05	Central	MidNorth	Jan Letko	2,011,014	4,006,401	1,977,709	101.68%
4	2018	05	Central	MidNorth	Jason Bjorson	4,548,308	8,760,819	4,331,957	104.99%
5	2018	05	Central	MidNorth	Joe DeBiak	650,158	1,787,110	870,323	74.70%
6	2018	05	Central	MidNorth	Joe Tessmer	530,142	1,691,771	816,827	64.90%
7	2018	05	Central	MidNorth	John Merchlewitz	456,794	672,419	858,749	53.19%
8	2018	05	Central	MidNorth	Kedron Thomas	477,092	1,021,449	490,284	97.31%
9	2018	05	Central	MidNorth	Kristen Hall	1,830,382	2,898,819	1,421,630	128.75%
10	2018	05	Central	MidNorth	Paul Sweet	2,016,296	5,043,780	2,545,396	79.21%
11	2018	05	Central	MidNorth	Peter Provost	938,189	2,119,614	1,050,814	89.28%
12	2018	05	Central	MidNorth	Ryan Krajewski	1,154,150	2,706,271	1,301,688	88.67%
13	2018	05	Central	MidNorth	Steve Houselander	2,761,286	7,449,472	3,663,199	75.38%
14	2018	05	Central	MidNorth	Tad Spading	537,924	1,411,420	687,000	78.30%
15	2018	05	Central	MidNorth	Terri Hoepner	882,258	4,085,714	812,065	108.64%
16	2018	05	Central	MidNorth	Todd McNally	1,407,527	2,576,308	1,260,629	111.65%
17	2018	05	Central	MidNorth	Todd Wery	1,270,563	3,516,283	1,475,998	86.08%
18	2018	05	Central	MidWest	Bob Marr	371,524	1,633,751	768,631	48.34%
19	2018	05	Central	MidWest	Bonnie Gallagher	1,486,245	4,153,609	1,990,000	74.69%
20	2018	05	Central	MidWest	Carol Rudofski	823,994	2,371,355	1,228,293	67.08%
21	2018	05	Central	MidWest	Jamie Hurt	2,207,916	7,962,108	4,037,000	54.69%
22	2018	05	Central	MidWest	Kevin Noel	537,588	1,774,341	853,561	62.98%
23	2018	05	Central	MidWest	Lori Brown	2,654,213	6,686,479	3,171,394	83.69%
24	2018	05	Central	MidWest	Mark Rouse	1,580,534	3,793,389	1,845,727	85.63%
25	2018	05	Central	MidWest	Mike Elam	2,977,849	8,383,529	4,223,426	70.51%
26	2018	05	Central	MidWest	Mike Pieper	5,094,982	9,845,721	4,743,011	107.42%
27	2018	05	Central	MidWest	Pam Elston	658,488	1,055,873	499,463	131.84%
28	2018	05	Central	Texas	David Allen	3,292,760	9,633,781	4,789,558	68.75%
29	2018	05	Central	Texas	Eric Atchley	2,704,325	11,354,329	5,960,181	45.37%
30	2018	05	Central	Texas	John Pedevilla	1,788,865	5,514,699	2,795,000	64.00%
31	2018	05	Central	Texas	Kim Murray	4,006,734	19,434,495	3,878,278	103.31%
32	2018	05	Central	Texas	Kimberly Murray	1,730,462	2,770,758	1,885,000	91.80%
33	2018	05	Central	Texas	Kristine Gomez	6,529,269	10,656,487	6,137,189	106.39%
34	2018	05	Central	Texas	Matt Ellis	2,067,614	3,605,397	1,925,000	107.41%
35	2018	05	Central	Texas	Michael Keesee	1,029,181	2,618,549	1,222,579	84.18%
36	2018	05	Central	Texas	Nathan McCray	786,660	21,645,219	1,211,043	64.96%
37	2018	05	Central	Texas	Raymond May	1,244,479	3,515,684	1,602,776	77.65%
38	2018	05	Central	Texas	Rick Barnhart	7,790,940	26,956,896	13,905,181	56.03%
39	2018	05	Central	Texas	Sally Martinez	2,555,298	5,625,811	2,898,889	88.15%
40	2018	05	Central	Texas	Sean Lervaag	3,262,453	5,873,911	3,125,000	104.40%
41	2018	05	Central	Texas	Steven Brooks	2,414,519	4,519,987	2,125,000	113.62%
42	2018	05	Central	Texas	Tom Parsons	87,341		330,420	26.43%
43	2018	05	Northeast	New York	Derek Benedict	4,776,351	8,847,874	5,800,000	82.35%
44	2018	05	Northeast	New York	Jaime Morrison	3,800,054	8,569,085	4,125,000	92.12%
45	2018	05	Northeast	New York	Shapiro/Hermes	14,864,092	64,403,264	19,296,105	77.03%
46	2018	05	Northeast	New York	Staten Island LSM	761,254	3,139,366	1,425,000	53.42%
47	2018	05	Northeast	Ohio	Annie Keith	3,334,465	6,467,123	4,623,099	72.13%
48	2018	05	Northeast	Ohio	Brenda Jasper	538,183	1,427,570	851,251	63.22%
49	2018	05	Northeast	Ohio	Chadwick Collins	243,817	1,006,333	350,000	69.66%
50	2018	05	Northeast	Ohio	Christine Smith	4,115,563	9,846,654	5,630,840	73.09%
51	2018	05	Northeast	Ohio	Dino Gerdeman	1,840,909	10,424,575	2,084,585	88.31%
52	2018	05	Northeast	Ohio	Janey Ames	3,214,091	18,254,287	5,590,124	57.50%
53	2018	05	Northeast	Ohio	Jim Post	2,448,472	7,878,957	4,325,000	56.61%
54	2018	05	Northeast	Ohio	Karen Pope	1,601,789	4,862,842	2,350,395	68.15%
55	2018	05	Northeast	Ohio	Kerry Collins	1,181,510	5,040,455	1,743,000	67.79%
56	2018	05	Northeast	Ohio	Kevin Tucker	1,701,828	5,513,231	3,143,155	54.14%
57	2018	05	Northeast	Ohio	Laura Lee	4,414,214	14,657,565	6,035,172	73.14%
58	2018	05	Northeast	Ohio	Mark Chastain	1,210,844	3,007,762	1,837,797	65.89%
59	2018	05	Northeast	Ohio	Mike Chase	5,440,298	28,806,983	7,530,000	72.25%
60	2018	05	Northeast	Ohio	Ron Stricker	2,801,432	8,314,112	4,075,000	68.75%
61	2018	05	Northeast	Upstate NY / ME	Bill Bagley	1,823,239	5,564,128	3,270,000	55.76%
62	2018	05	Northeast	Upstate NY / ME	Bonita Elias	755,947	2,247,476	1,143,000	66.14%
63	2018	05	Northeast	Upstate NY / ME	Doug Foerster	2,841,546	8,064,465	4,737,786	59.98%
64	2018	05	Northeast	Upstate NY / ME	Erin Duffy	3,209,558	7,305,413	4,252,000	75.48%
65	2018	05	Northeast	Upstate NY / ME	Jennifer Loonan	1,342,382	3,487,600	2,325,000	57.74%
66	2018	05	Northeast	Upstate NY / ME	Katherine Drake Marhaver	1,080,462	4,184,806	2,450,000	44.10%
67	2018	05	Northeast	Upstate NY / ME	Laura Whittinghill	2,587,677	6,283,062	3,732,000	69.34%
68	2018	05	Northeast	Upstate NY / ME	Natasha Polito	2,322,661	6,055,233	3,882,000	59.83%

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69	2018	05	Northeast	Upstate NY / ME	Nick Darling	3,203,366	7,677,035	4,950,000	64.71%
70	2018	05	Northeast	Upstate NY / ME	Ron Nagy	1,067,205	2,636,214	1,534,000	69.57%
71	2018	05	Northeast	Upstate NY / ME	Tara MacDonald	2,843,107	7,532,087	3,586,438	79.27%
72	2018	05	Northeast	Upstate NY / ME	Tracy Cramer	2,524,332	5,253,482	3,010,000	83.86%
73	2018	05	Northeast	Upstate NY / ME	William Bagley	1,505,827	2,212,541	1,310,000	114.95%
74	2018	05	South	Carolinas	Darryl Heller	1,424,617	3,787,455	2,010,061	70.87%
75	2018	05	South	Carolinas	David McGee	2,293,872	9,230,770	5,056,000	45.37%
76	2018	05	South	Carolinas	Dody Yarborough	1,392,421	6,266,146	2,531,000	55.01%
77	2018	05	South	Carolinas	Donna Hammett	1,637,839	4,354,215	2,637,907	62.09%
78	2018	05	South	Carolinas	Dwight Ardoin	473,173	1,305,337	615,688	76.85%
79	2018	05	South	Carolinas	Emily Zalacca	4,110,871	12,181,747	6,325,000	64.99%
80	2018	05	South	Carolinas	Jody Walker Little	1,152,088	2,999,476	1,250,000	92.17%
81	2018	05	South	Carolinas	John Shannon	446,386	15,032,962	1,039,000	42.96%
82	2018	05	South	Carolinas	Jon Bloom	2,062,925	6,524,310	3,900,000	52.90%
83	2018	05	South	Carolinas	Matt Livoti	4,156,252	14,451,303	5,625,000	73.89%
84	2018	05	South	Carolinas	Rob Padgett	4,703,991	14,164,283	7,620,000	61.73%
85	2018	05	South	Carolinas	Roy Costner	2,326,219	6,308,963	4,144,691	56.13%
86	2018	05	South	Carolinas	Shawn Harris	559,074	3,639,565	1,090,000	51.29%
87	2018	05	South	Carolinas	Stephanie Collins	402,205	1,852,036	1,470,000	27.36%
88	2018	05	South	Carolinas	Summer Hamdan	1,306,495	4,212,095	2,996,000	43.61%
89	2018	05	South	Carolinas	Teresa Vause	1,341,642	8,991,605	1,995,000	67.25%
90	2018	05	South	Florida	Chris Kelley	7,181,184	13,268,097	9,572,305	75.02%
91	2018	05	South	Florida	Chuck Budt	15,590,666	26,836,537	14,200,000	109.79%
92	2018	05	South	Florida	Dave Hall	7,924,218	22,725,724	12,541,959	63.18%
93	2018	05	South	Florida	Gary Tietjen	3,934,381	10,371,191	5,600,000	70.26%
94	2018	05	South	Florida	John Fennesy	6,031,327	10,973,765	7,635,976	78.99%
95	2018	05	South	Florida	Kimberly Winters	6,328,433	10,587,458	8,120,000	77.94%
96	2018	05	South	Florida	Nick Puddicombe	5,303,727	8,728,180	7,200,000	73.66%
97	2018	05	South	Florida	Norm Pytel	6,513,176	10,430,559	8,487,000	76.74%
98	2018	05	South	Florida	Paula Gaustad	3,270,494	6,186,678	4,189,500	78.06%
99	2018	05	South	Florida	Tom Sweat	5,108,924	7,085,975	5,271,595	96.91%
100	2018	05	South	Southeast	Brian McDowall	587,661	1,552,404	665,000	88.37%
101	2018	05	South	Southeast	Chadwick Collins	1,689,305	3,653,806	2,425,000	69.66%
102	2018	05	South	Southeast	Chris Munson	531,074	3,688,293	1,705,000	31.15%
103	2018	05	South	Southeast	Gene Hardy	1,338,012	3,932,318	1,765,000	75.81%
104	2018	05	South	Southeast	George Robbins	960,383	3,121,554	1,455,000	66.01%
105	2018	05	South	Southeast	Jeff Fritz	192,920	761,929	519,000	37.17%
106	2018	05	South	Southeast	John Moore	2,288,478	4,398,211	3,045,000	75.16%
107	2018	05	South	Southeast	John Payne	943,122	4,411,176	2,581,000	36.54%
108	2018	05	South	Southeast	Kevin Anderson	1,148,898	4,893,957	2,700,000	42.55%
109	2018	05	South	Southeast	Kevin Kee	276,978	1,388,276	900,000	30.78%
110	2018	05	South	Southeast	Mitch Fain	1,581,531	4,184,360	2,173,092	72.78%
111	2018	05	South	Southeast	Scott Reed	867,759	5,211,474	3,020,000	28.73%
112	2018	05	South	Southeast	Todd Livingston	199,409	1,619,985	780,000	25.57%
113	2018	05	West	LA	Dereck Messana	8,447,034	25,439,662	7,501,549	112.60%
114	2018	05	West	LA	Derek Eggers	3,616,379	6,206,080	3,925,000	92.14%
115	2018	05	West	LA	Derek Messana	5,457,192	18,428,043	5,044,443	108.18%
116	2018	05	West	LA	Eugenia Mazzapica	2,294,835	4,677,386	2,901,724	79.09%
117	2018	05	West	LA	Helene Juceam	4,151,710	9,136,582	5,318,540	78.06%
118	2018	05	West	LA	Jason Shaffer	3,087,004	5,555,510	3,053,246	101.11%
119	2018	05	West	LA	Joe Flores	5,967,260	8,238,739	5,554,225	107.44%
120	2018	05	West	LA	John Krenzer	2,812,898	7,106,591	4,086,350	68.84%
121	2018	05	West	LA	Joshua Stratton	1,397,632	3,630,044	2,108,695	66.28%
122	2018	05	West	LA	Kelly Reed	13,412,029	37,407,935	17,600,000	76.20%
123	2018	05	West	LA	Lance Lowrie	2,765,524	5,781,201	3,398,850	81.37%
124	2018	05	West	LA	Lonnie Ross	560,680	1,229,083	495,000	113.27%
125	2018	05	West	LA	Michelle Beauchamp	2,629,494	6,562,588	3,935,879	66.81%
126	2018	05	West	LA	Mike Jaffe	1,847,328	4,643,467	2,519,000	73.34%
127	2018	05	West	LA	Niven Howlett	7,426,629	12,961,943	7,660,455	96.95%
128	2018	05	West	LA	Tom Laky	7,922,831	41,331,447	12,375,833	64.02%
129	2018	05	West	Mountain States	Grant Linnen	1,425,346	2,865,102	1,640,000	86.91%
130	2018	05	West	Mountain States	Heath Corley	800,333	2,421,613	1,370,000	58.42%
131	2018	05	West	Mountain States	Marcelle Jones	1,036,985	2,530,767	1,400,000	74.07%
132	2018	05	West	Mountain States	Open LSM	252,411			
133	2018	05	West	Mountain States	Raymond May	409,595	782,390	451,000	90.82%
134	2018	05	West	Mountain States	Todd Andrews	1,178,750	2,914,468	1,605,000	73.44%
135	2018	05	West	Pacific States	Amber Aguirre	887,716	2,014,008	1,197,590	74.13%
136	2018	05	West	Pacific States	Christine Lyles Smith	875,682	3,094,728	1,515,000	57.80%
137	2018	05	West	Pacific States	Donald Stone	1,237,476	3,666,196	1,842,124	67.18%
138	2018	05	West	Pacific States	Jason Mitchell	996,325	3,516,345	1,775,000	56.13%
139	2018	05	West	Pacific States	Jeff McGowan	845,263	3,320,249	1,665,000	50.77%
140	2018	05	West	Pacific States	Kendall Char	521,772	1,099,737	152,000	343.27%
141	2018	05	West	Pacific States	Michael Garcia	2,297,547	11,675,461	5,000,000	45.95%
142	2018	05	West	Pacific States	Sherry Santana	907,968	3,167,201	1,925,000	47.17%
143	2018	05	West	Pacific States	Steve Frohrip	696,117	1,498,166	1,200,000	58.01%