

FIRST LOOK

DRAFT Data file - LSM Rollups
2018 Week#3 (1/18/18)
OTB Net Revenues, by LSM Rollup

OPEN ISSUES
Orange: NO First Look GOAL (10 LSM rollups).

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	03	Central	MidNorth	Bill Van Koevering	648,304	1,894,562	924,136	70.2%	
2	2018	03	Central	MidNorth	Jamie Miller	699,560	1,647,544	810,733	86.3%	
3	2018	03	Central	MidNorth	Jan Letko	1,759,238	4,006,401	1,977,709	89.0%	
4	2018	03	Central	MidNorth	Jason Bjorson	4,055,599	8,760,819	4,331,957	93.6%	
5	2018	03	Central	MidNorth	Joe DeBiak	493,781	1,787,110	870,323	56.7%	
6	2018	03	Central	MidNorth	Joe Tessmer	448,981	1,691,771	816,827	55.0%	
7	2018	03	Central	MidNorth	John Merchlewitz	369,753	672,419	858,749	43.1%	
8	2018	03	Central	MidNorth	Kedron Thomas	439,933	1,021,449	490,284	89.7%	
9	2018	03	Central	MidNorth	Kristen Hall	1,715,877	2,898,819	1,421,630	120.7%	
10	2018	03	Central	MidNorth	Paul Sweet	1,692,997	5,043,780	2,545,396	66.5%	
11	2018	03	Central	MidNorth	Peter Provost	582,722	2,119,614	1,050,814	55.5%	
12	2018	03	Central	MidNorth	Ryan Krajewski	957,683	2,706,271	1,301,688	73.6%	
13	2018	03	Central	MidNorth	Steve Houselander	2,473,034	7,449,472	3,663,199	67.5%	
14	2018	03	Central	MidNorth	Tad Spading	317,805	1,411,420	687,000	46.3%	
15	2018	03	Central	MidNorth	Terri Hoepner	840,736	1,684,034	812,065	103.5%	
16	2018	03	Central	MidNorth	Todd McNally	1,213,277	2,576,308	1,260,629	96.2%	
17	2018	03	Central	MidNorth	Todd Wery	946,684	3,025,070	1,475,998	64.1%	
18	2018	03	Central	MidNorth	Tom Kreutzian	1,313	2,401,680			Terri Hoepner
19	2018	03	Central	MidWest	Bob Marr	341,021	1,633,751	768,631	44.4%	
20	2018	03	Central	MidWest	Bonnie Gallagher	1,276,864	4,153,609	1,990,000	64.2%	
21	2018	03	Central	MidWest	Carol Rudofski	595,988	2,371,355	1,228,293	48.5%	
22	2018	03	Central	MidWest	Jamie Hurt	2,103,358	7,962,108	4,037,000	52.1%	
23	2018	03	Central	MidWest	John McKenna	3,605	8,072,108			Jamie Hurt
24	2018	03	Central	MidWest	Kevin Noel	533,357	1,774,341	853,561	62.5%	
25	2018	03	Central	MidWest	Lori Brown	1,686,077	6,686,479	3,171,394	53.2%	
26	2018	03	Central	MidWest	Mark Rouse	1,120,829	3,793,389	1,845,727	60.7%	
27	2018	03	Central	MidWest	Mike Elam	2,169,394	8,383,529	4,223,426	51.4%	
28	2018	03	Central	MidWest	Mike Pieper	3,551,678	9,845,721	5,122,451	69.3%	
29	2018	03	Central	MidWest	Pam Elston	585,050	1,055,873	499,463	117.1%	
30	2018	03	Central	Texas	David Allen	2,761,005	9,633,781	4,789,558	57.6%	
31	2018	03	Central	Texas	Eric Atchley	2,212,309	11,354,329	5,960,181	37.1%	
32	2018	03	Central	Texas	John Pedevilla	1,560,277	5,514,699	2,795,000	55.8%	
33	2018	03	Central	Texas	Kim Murray	2,917,362	7,464,628	3,878,278	75.2%	
34	2018	03	Central	Texas	Kimberly Murray	1,348,933	2,770,758	1,885,000	71.6%	
35	2018	03	Central	Texas	Kristine Gomez	5,978,441	10,656,487	6,137,189	97.4%	
36	2018	03	Central	Texas	Matt Ellis	1,743,710	3,605,397	1,925,000	90.6%	
37	2018	03	Central	Texas	Michael Keesee	426,233	2,618,549	1,222,579	34.9%	
38	2018	03	Central	Texas	Nathan McCray	472,987	2,502,695	1,211,043	39.1%	
39	2018	03	Central	Texas	Ray May	3,000				Raymond May
40	2018	03	Central	Texas	Raymond May	965,436	3,515,684	1,602,776	60.2%	
41	2018	03	Central	Texas	Rick Barnhart	6,445,854	26,956,896	13,905,181	46.4%	
42	2018	03	Central	Texas	Sally Martinez	1,881,211	5,625,811	2,898,889	64.9%	
43	2018	03	Central	Texas	Sean Lervaag	2,700,842	5,873,911	3,125,000	86.4%	
44	2018	03	Central	Texas	Steven Brooks	2,053,046	4,519,987	2,125,000	96.6%	
45	2018	03	Central	Texas	Tiffany Celli	78,552	19,142,525			Nathan McCray
46	2018	03	Central	Texas	Tom Parsons	104,118		330,420	31.5%	
47	2018	03	Northeast	New York	Ann Carletta	284,593	3,139,366	1,425,000	20.0%	
48	2018	03	Northeast	New York	Chris Orr	325,788				Ann Carletta
49	2018	03	Northeast	New York	Derek Benedict	4,099,736	8,847,874	5,800,000	70.7%	
50	2018	03	Northeast	New York	Jaime Morrison	3,295,173	8,569,085	4,125,000	79.9%	
51	2018	03	Northeast	New York	Shapiro/Hermes	12,268,334	64,403,264	19,296,105	63.6%	
52	2018	03	Northeast	Ohio	Annie Keith	2,652,440	4,667,123	4,623,099	57.4%	
53	2018	03	Northeast	Ohio	Brenda Jasper	495,072	1,427,570	851,251	58.2%	
54	2018	03	Northeast	Ohio	Chadwick Collins	32,877	1,006,333	350,000	9.4%	
55	2018	03	Northeast	Ohio	Christine Smith	2,499,705	9,240,432	5,630,840	44.4%	
56	2018	03	Northeast	Ohio	Dino Gerdeman	1,400,774	3,670,276	2,084,585	67.2%	
57	2018	03	Northeast	Ohio	Janey Ames	2,194,617	9,127,144	5,590,124	39.3%	
58	2018	03	Northeast	Ohio	Jim Post	2,242,769	7,878,957	4,325,000	51.9%	
59	2018	03	Northeast	Ohio	Karen Pope	1,317,490	4,862,842	2,350,395	56.1%	
60	2018	03	Northeast	Ohio	Kerry Collins	1,070,179	5,040,455	1,743,000	61.4%	
61	2018	03	Northeast	Ohio	Kevin Tucker	1,476,363	5,513,231	3,143,155	47.0%	
62	2018	03	Northeast	Ohio	Laura Lee	3,579,326	14,657,565	6,035,172	59.3%	
63	2018	03	Northeast	Ohio	Laurie Aquilina	78,881	10,424,575			Dino Gerdeman
64	2018	03	Northeast	Ohio	Mark Chastain	1,247,779	3,007,762	1,837,797	67.9%	
65	2018	03	Northeast	Ohio	Mike Chase	2,604,461	12,487,714	6,370,000	40.9%	
66	2018	03	Northeast	Ohio	Ray Mendelsohn	13,538	5,040,455			Kerry Collins
67	2018	03	Northeast	Ohio	Ron Stricker	2,307,170	8,314,112	4,075,000	56.6%	
68	2018	03	Northeast	Upstate NY / ME	Bill Bagley	1,351,467	5,564,128	3,270,000	41.3%	
69	2018	03	Northeast	Upstate NY / ME	Bonita Elias	612,736	2,247,476	1,143,000	53.6%	
70	2018	03	Northeast	Upstate NY / ME	Doug Foerster	2,171,484	8,064,465	4,737,786	45.8%	
71	2018	03	Northeast	Upstate NY / ME	Erin Duffy	2,509,476	7,305,413	4,252,000	59.0%	
72	2018	03	Northeast	Upstate NY / ME	Jennifer Loonan	1,178,999	3,487,600	2,325,000	50.7%	
73	2018	03	Northeast	Upstate NY / ME	Katherine Drake Marhaver	811,791	4,184,806	2,450,000	33.1%	
74	2018	03	Northeast	Upstate NY / ME	Laura Whittinghill	2,359,164	6,283,062	3,732,000	63.2%	
75	2018	03	Northeast	Upstate NY / ME	Natasha Polito	1,322,439	6,055,233	3,882,000	34.1%	
76	2018	03	Northeast	Upstate NY / ME	Nick Darling	2,764,137	7,677,035	4,950,000	55.8%	
77	2018	03	Northeast	Upstate NY / ME	Ron Nagy	928,277	2,636,214	1,534,000	60.5%	
78	2018	03	Northeast	Upstate NY / ME	Tara MacDonald	2,283,657	7,532,087	3,586,438	63.7%	
79	2018	03	Northeast	Upstate NY / ME	Tracy Cramer	2,043,810	5,253,482	3,635,043	56.2%	
80	2018	03	Northeast	Upstate NY / ME	William Bagley	1,438,152	2,212,541	1,310,000	109.8%	
81	2018	03	South	Carolinas	Brett Grollier	1,956	4,499,416			Teresa Vause
82	2018	03	South	Carolinas	Darryl Heller	971,842	3,787,455	2,010,061	48.3%	
83	2018	03	South	Carolinas	David McGee	1,170,008	9,230,770	5,056,000	23.1%	
84	2018	03	South	Carolinas	Dody Yarborough	1,088,669	6,266,146	2,531,000	43.0%	
85	2018	03	South	Carolinas	Donna Hammett	1,453,604	4,354,215	2,637,907	55.1%	
86	2018	03	South	Carolinas	Dwight Ardoin	296,668	1,305,337	615,688	48.2%	
87	2018	03	South	Carolinas	Emily Zalacca	3,039,980	12,181,747	6,325,000	48.1%	
88	2018	03	South	Carolinas	Jody Walker Little	710,486	2,999,476	1,250,000	56.8%	
89	2018	03	South	Carolinas	John Shannon	417,794	15,032,962	1,039,000	40.2%	
90	2018	03	South	Carolinas	Jon Bloom	1,365,606	6,524,310	3,900,000	35.0%	
91	2018	03	South	Carolinas	Matt Livoti	2,834,031	14,451,303	5,625,000	50.4%	
92	2018	03	South	Carolinas	Rob Padgett	3,916,831	14,164,283	7,620,000	51.4%	
93	2018	03	South	Carolinas	Roy Costner	1,130,812	6,308,963	4,144,691	27.3%	
94	2018	03	South	Carolinas	Shawn Harris	443,352	3,639,565	1,090,000	40.7%	
95	2018	03	South	Carolinas	Stephanie Collins	288,492	1,852,036	1,470,000	19.6%	
96	2018	03	South	Carolinas	Summer Hamdan	916,623	4,212,095	2,996,000	30.6%	

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97	2018 03		South	Carolinas	Teresa Vause	1,070,937	4,492,188	1,995,000	53.7%
98	2018 03		South	Florida	Chris Kelley	6,607,733	12,038,361	9,572,305	69.0%
99	2018 03		South	Florida	Chuck Budt	12,944,935	26,836,537	14,200,000	91.2%
100	2018 03		South	Florida	Dave Hall	6,857,175	22,725,724	12,541,959	54.7%
101	2018 03		South	Florida	Gary Tietjen	3,694,410	10,371,191	5,600,000	66.0%
102	2018 03		South	Florida	John Fennesy	5,183,006	10,973,765	7,635,976	67.9%
103	2018 03		South	Florida	Kimberly Winters	5,585,167	10,587,458	8,120,000	68.8%
104	2018 03		South	Florida	Nick Puddicombe	4,033,125	8,728,180	7,200,000	56.0%
105	2018 03		South	Florida	Norm Pytel	5,685,877	10,430,559	8,487,000	67.0%
106	2018 03		South	Florida	Paula Gaustad	2,919,300	6,186,678	4,189,500	69.7%
107	2018 03		South	Florida	Tom Sweat	4,782,663	7,085,975	5,271,595	90.7%
108	2018 03		South	Southeast	Brian McDowall	230,632	1,117,775	665,000	34.7%
109	2018 03		South	Southeast	Chadwick Collins	1,557,221	3,653,806	2,425,000	64.2%
110	2018 03		South	Southeast	Chris Munson	330,523	3,688,293	1,705,000	19.4%
111	2018 03		South	Southeast	Gene Hardy	1,168,868	3,932,318	1,765,000	66.2%
112	2018 03		South	Southeast	George Robbins	764,202	3,121,554	1,455,000	52.5%
113	2018 03		South	Southeast	Jeff Fritz	177,081	761,929	519,000	34.1%
114	2018 03		South	Southeast	John Moore	1,881,497	4,398,211	3,045,000	61.8%
115	2018 03		South	Southeast	John Payne	861,291	4,411,176	2,581,000	33.4%
116	2018 03		South	Southeast	Kevin Anderson	845,912	4,893,957	2,700,000	31.3%
117	2018 03		South	Southeast	Kevin Kee	223,375	1,388,276	900,000	24.8%
118	2018 03		South	Southeast	Mitch Fain	1,608,238	4,321,860	2,573,092	62.5%
119	2018 03		South	Southeast	Scott Reed	766,193	5,211,474	3,020,000	25.4%
120	2018 03		South	Southeast	Todd Livingston	140,370	1,619,985	780,000	18.0%
121	2018 03		West	LA	Derek Messana	6,851,858	25,439,662	7,501,549	91.3%
122	2018 03		West	LA	Derek Eggers	3,367,470	6,206,080	3,925,000	85.8%
123	2018 03		West	LA	Derek Messana	2,950,669	18,428,043	5,044,443	58.5%
124	2018 03		West	LA	Eugenia Mazzapica	2,038,851	4,677,386	2,901,724	70.3%
125	2018 03		West	LA	Helene Juceam	3,373,849	9,136,582	5,318,540	63.4%
126	2018 03		West	LA	Jason Shaffer	2,507,536	5,555,510	3,053,246	82.1%
127	2018 03		West	LA	Joe Flores	4,837,650	8,238,739	5,554,225	87.1%
128	2018 03		West	LA	John Krenzer	2,442,477	7,106,591	4,086,350	59.8%
129	2018 03		West	LA	Joseph Flores	382,053			
130	2018 03		West	LA	Joshua Stratton	1,323,378	3,630,044	2,108,695	62.8%
131	2018 03		West	LA	Kelly Reed	1,526,121	37,407,935	17,600,000	8.7%
132	2018 03		West	LA	Lance Lowrie	2,474,382	5,781,201	3,398,850	72.8%
133	2018 03		West	LA	Lonnie Ross	404,946	1,229,083	495,000	81.8%
134	2018 03		West	LA	Michelle Beauchamp	2,205,019	6,562,588	3,935,879	56.0%
135	2018 03		West	LA	Mike Jaffe	1,531,033	4,643,467	2,519,000	60.8%
136	2018 03		West	LA	Niven Howlett	6,446,282	12,961,943	7,660,455	84.2%
137	2018 03		West	LA	Tom Laky	6,946,695	41,331,447	12,375,833	56.1%
138	2018 03		West	Mountain States	Grant Linnen	1,368,446	2,865,102	1,640,000	83.4%
139	2018 03		West	Mountain States	Heath Corley	677,409	2,421,613	1,370,000	49.4%
140	2018 03		West	Mountain States	Marcelle Jones	917,772	2,530,767	2,460,000	37.3%
141	2018 03		West	Mountain States	Open LSM	271,909			
142	2018 03		West	Mountain States	Raymond May	259,905	782,390	451,000	57.6%
143	2018 03		West	Mountain States	Todd Andrews	977,506	2,914,468	1,605,000	60.9%
144	2018 03		West	Pacific States	Amber Aguirre	796,461	2,014,008	1,197,590	66.5%
145	2018 03		West	Pacific States	Christine Lyles Smith	734,930	3,094,728	1,431,860	51.3%
146	2018 03		West	Pacific States	Donald Stone	990,759	3,666,196	1,161,073	85.3%
147	2018 03		West	Pacific States	Jason Mitchell	806,577	3,516,345	1,775,000	45.4%
148	2018 03		West	Pacific States	Jeff McGowan	633,743	3,320,249	1,665,000	38.1%
149	2018 03		West	Pacific States	Kendall Char	350,961	1,099,737	152,000	230.9%
150	2018 03		West	Pacific States	Michael Garcia	1,789,199	11,675,461	5,000,000	35.8%
151	2018 03		West	Pacific States	Sherry Santana	822,962	3,167,201	1,925,000	42.8%
152	2018 03		West	Pacific States	Steve Frohrip	551,944	1,498,166	1,200,000	46.0%