

FIRST LOOK
Data file - LSM Rollups
2018 Week#6 (2/8/18)
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
#####	2018	06	West	Pacific States	Sherry Santana	964,800	3,167,201	1,925,000	50.12%
#####	2018	06	West	Pacific States	Michael Garcia	3,114,271	11,675,461	5,000,000	62.29%
#####	2018	06	West	Pacific States	Jason Mitchell	1,111,323	3,516,345	1,775,000	62.61%
#####	2018	06	West	Pacific States	Steve Frohrip	755,583	1,498,166	1,200,000	62.97%
#####	2018	06	West	Pacific States	Jeff McGowan	1,071,385	3,320,249	1,665,000	64.35%
#####	2018	06	West	Pacific States	Christine Lyles Smith	976,632	3,094,728	1,515,000	64.46%
#####	2018	06	West	Mountain States	Heath Corley	934,102	2,421,613	1,370,000	68.18%
#####	2018	06	West	LA	Tom Laky	8,828,530	41,331,447	12,375,833	71.34%
#####	2018	06	West	Pacific States	Donald Stone	1,371,857	3,666,196	1,842,124	74.47%
#####	2018	06	West	LA	Mike Jaffe	1,917,973	4,643,467	2,519,000	76.14%
#####	2018	06	West	Pacific States	Amber Aguirre	918,531	2,014,008	1,197,590	76.70%
#####	2018	06	West	LA	Michelle Beauchamp	3,044,398	6,562,588	3,935,879	77.35%
#####	2018	06	West	LA	Helene Juceam	4,169,158	9,136,582	5,318,540	78.39%
#####	2018	06	West	Mountain States	Todd Andrews	1,258,950	2,914,468	1,605,000	78.44%
#####	2018	06	West	LA	Joshua Stratton	1,719,682	3,630,044	2,108,695	81.55%
#####	2018	06	West	LA	Eugenia Mazzapica	2,408,903	4,677,386	2,901,724	83.02%
#####	2018	06	West	Mountain States	Marcelle Jones	1,186,245	2,530,767	1,400,000	84.73%
#####	2018	06	West	LA	Kelly Reed	15,026,673	37,407,935	17,600,000	85.38%
#####	2018	06	West	LA	Lance Lowrie	3,013,975	5,781,201	3,398,850	88.68%
#####	2018	06	West	Mountain States	Grant Linnen	1,486,899	2,865,102	1,640,000	90.66%
#####	2018	06	West	LA	Derek Eggers	3,766,392	6,206,080	3,925,000	95.96%
#####	2018	06	West	LA	John Krenzer	3,945,406	7,106,591	4,086,350	96.55%
#####	2018	06	West	Mountain States	Raymond May	468,765	782,390	451,000	103.94%
#####	2018	06	West	LA	Joe Flores	5,925,957	8,238,739	5,554,225	106.69%
#####	2018	06	West	LA	Derek Messana	5,457,350	18,428,043	5,044,443	108.19%
#####	2018	06	West	LA	Niven Howlett	8,638,974	12,961,943	7,660,455	112.77%
#####	2018	06	West	LA	Lonnie Ross	606,718	1,229,083	495,000	122.57%
#####	2018	06	West	LA	Jason Shaffer	3,895,341	5,555,510	3,053,246	127.58%
#####	2018	06	West	LA	Dereck Messana	10,367,412	25,439,662	7,501,549	138.20%
#####	2018	06	West	Pacific States	Kendall Char	538,034	1,099,737	152,000	353.97%
#####	2018	06	West	Mountain States	Open LSM	257,829			
#####	2018	06	South	Carolinas	Stephanie Collins	420,867	1,852,036	1,470,000	28.63%
#####	2018	06	South	Southeast	Todd Livingston	240,065	1,619,985	780,000	30.78%
#####	2018	06	South	Southeast	Scott Reed	941,380	5,211,474	3,020,000	31.17%
#####	2018	06	South	Southeast	Kevin Kee	329,805	1,388,276	900,000	36.64%
#####	2018	06	South	Southeast	John Payne	1,043,434	4,411,176	2,581,000	40.43%
#####	2018	06	South	Southeast	Jeff Fritz	212,217	761,929	519,000	40.89%
#####	2018	06	South	Southeast	Chris Munson	783,953	3,688,293	1,705,000	45.98%
#####	2018	06	South	Carolinas	John Shannon	487,039	15,032,962	1,039,000	46.88%
#####	2018	06	South	Southeast	Kevin Anderson	1,287,604	4,893,957	2,700,000	47.69%
#####	2018	06	South	Carolinas	David McGee	2,458,098	9,230,770	5,056,000	48.62%
#####	2018	06	South	Carolinas	Summer Hamdan	1,531,149	4,212,095	2,996,000	51.11%
#####	2018	06	South	Carolinas	Shawn Harris	561,813	3,639,565	1,090,000	51.54%
#####	2018	06	South	Carolinas	Roy Costner	2,360,860	6,308,963	4,144,691	56.96%
#####	2018	06	South	Carolinas	Jon Bloom	2,287,255	6,524,310	3,900,000	58.65%
#####	2018	06	South	Carolinas	Dody Yarborough	1,528,595	6,266,146	2,531,000	60.39%
#####	2018	06	South	Carolinas	Rob Padgett	4,970,550	14,164,283	7,620,000	65.23%
#####	2018	06	South	Carolinas	Donna Hammett	1,722,464	4,354,215	2,637,907	65.30%
#####	2018	06	South	Southeast	John Moore	2,115,588	4,398,211	3,045,000	69.48%
#####	2018	06	South	Carolinas	Darryl Heller	1,420,458	3,787,455	2,010,061	70.67%
#####	2018	06	South	Southeast	Chadwick Collins	1,734,645	3,653,806	2,425,000	71.53%
#####	2018	06	South	Carolinas	Emily Zalacca	4,742,124	12,181,747	6,325,000	74.97%
#####	2018	06	South	Florida	Gary Tietjen	4,203,751	10,371,191	5,600,000	75.07%
#####	2018	06	South	Southeast	George Robbins	1,094,970	3,121,554	1,455,000	75.26%
#####	2018	06	South	Southeast	Mitch Fain	1,647,703	4,184,360	2,173,092	75.82%
#####	2018	06	South	Florida	Dave Hall	9,559,462	22,725,724	12,541,959	76.22%
#####	2018	06	South	Florida	Nick Puddicombe	5,602,685	8,728,180	7,200,000	77.82%
#####	2018	06	South	Florida	Chris Kelley	7,477,097	13,268,097	9,572,305	78.11%
#####	2018	06	South	Carolinas	Dwight Ardoin	487,961	1,305,337	615,688	79.25%
#####	2018	06	South	Carolinas	Teresa Vause	1,581,796	8,991,605	1,995,000	79.29%
#####	2018	06	South	Southeast	Gene Hardy	1,409,371	3,932,318	1,765,000	79.85%
#####	2018	06	South	Florida	Kimberly Winters	6,644,017	10,587,458	8,120,000	81.82%
#####	2018	06	South	Florida	Paula Gaustad	3,526,929	6,186,678	4,189,500	84.18%
#####	2018	06	South	Carolinas	Matt Livoti	4,826,757	14,451,303	5,625,000	85.81%
#####	2018	06	South	Florida	John Fennessy	6,568,811	10,973,765	7,635,976	86.02%
#####	2018	06	South	Florida	Norm Pytel	7,412,216	10,430,559	8,487,000	87.34%
#####	2018	06	South	Southeast	Brian McDowall	606,266	1,552,404	665,000	91.17%
#####	2018	06	South	Florida	Tom Sweat	5,205,996	7,085,975	5,271,595	98.76%

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
#####	2018	06	South	Carolinas	Jody Walker Little	1,385,839	2,999,476	1,250,000	110.87%
#####	2018	06	South	Florida	Chuck Budt	16,493,835	26,836,537	14,200,000	116.15%
#####	2018	06	Northeast	Upstate NY / ME	Katherine Drake Marhaver	1,190,944	4,184,806	2,450,000	48.61%
#####	2018	06	Northeast	Ohio	Kevin Tucker	1,876,555	5,513,231	3,143,155	59.70%
#####	2018	06	Northeast	Upstate NY / ME	Bill Bagley	2,002,669	5,564,128	3,270,000	61.24%
#####	2018	06	Northeast	New York	Staten Island LSM	875,275	3,139,366	1,425,000	61.42%
#####	2018	06	Northeast	Upstate NY / ME	Jennifer Loonan	1,476,847	3,487,600	2,325,000	63.52%
#####	2018	06	Northeast	Ohio	Janey Ames	3,606,119	18,254,287	5,590,124	64.51%
#####	2018	06	Northeast	Ohio	Brenda Jasper	554,113	1,427,570	851,251	65.09%
#####	2018	06	Northeast	Ohio	Jim Post	2,833,993	7,878,957	4,325,000	65.53%
#####	2018	06	Northeast	Upstate NY / ME	Doug Foerster	3,239,192	8,064,465	4,737,786	68.37%
#####	2018	06	Northeast	Upstate NY / ME	Natasha Polito	2,661,511	6,055,233	3,882,000	68.56%
#####	2018	06	Northeast	Ohio	Chadwick Collins	243,822	1,006,333	350,000	69.66%
#####	2018	06	Northeast	Ohio	Mark Chastain	1,284,681	3,007,762	1,837,797	69.90%
#####	2018	06	Northeast	Upstate NY / ME	Nick Darling	3,505,464	7,677,035	4,950,000	70.82%
#####	2018	06	Northeast	Ohio	Kerry Collins	1,235,652	5,040,455	1,743,000	70.89%
#####	2018	06	Northeast	Upstate NY / ME	Laura Whittinghill	2,700,032	6,283,062	3,732,000	72.35%
#####	2018	06	Northeast	Ohio	Annie Keith	3,467,785	6,467,123	4,623,099	75.01%
#####	2018	06	Northeast	Upstate NY / ME	Bonita Elias	875,998	2,247,476	1,143,000	76.64%
#####	2018	06	Northeast	Ohio	Laura Lee	4,651,077	14,657,565	6,035,172	77.07%
#####	2018	06	Northeast	Ohio	Christine Smith	4,371,463	9,846,654	5,630,840	77.63%
#####	2018	06	Northeast	Ohio	Mike Chase	5,967,059	28,806,983	7,530,000	79.24%
#####	2018	06	Northeast	Ohio	Ron Stricker	3,231,061	8,314,112	4,075,000	79.29%
#####	2018	06	Northeast	Upstate NY / ME	Erin Duffy	3,400,445	7,305,413	4,252,000	79.97%
#####	2018	06	Northeast	Upstate NY / ME	Ron Nagy	1,252,326	2,636,214	1,534,000	81.64%
#####	2018	06	Northeast	New York	Shapiro/Hermes	15,919,607	64,403,264	19,296,105	82.50%
#####	2018	06	Northeast	Ohio	Karen Pope	1,990,739	4,862,842	2,350,395	84.70%
#####	2018	06	Northeast	Upstate NY / ME	Tara MacDonald	3,063,442	7,532,087	3,586,438	85.42%
#####	2018	06	Northeast	New York	Derek Benedict	5,075,366	8,847,874	5,800,000	87.51%
#####	2018	06	Northeast	Upstate NY / ME	Tracy Cramer	2,694,919	5,253,482	3,010,000	89.53%
#####	2018	06	Northeast	New York	Jaime Morrison	3,880,580	8,569,085	4,125,000	94.07%
#####	2018	06	Northeast	Ohio	Dino Gerdeman	2,089,961	10,424,575	2,084,585	100.26%
#####	2018	06	Northeast	Upstate NY / ME	William Bagley	1,510,434	2,212,541	1,310,000	115.30%
#####	2018	06	Central	Texas	Tom Parsons	90,851		330,420	27.50%
#####	2018	06	Central	Texas	Eric Atchley	2,947,143	11,354,329	5,960,181	49.45%
#####	2018	06	Central	MidWest	Bob Marr	438,407	1,633,751	768,631	57.04%
#####	2018	06	Central	Texas	Rick Barnhart	7,933,249	26,956,896	13,905,181	57.05%
#####	2018	06	Central	MidWest	Jamie Hurt	2,318,181	7,962,108	4,037,000	57.42%
#####	2018	06	Central	MidNorth	John Merchlewitz	564,141	2,003,452	858,749	65.69%
#####	2018	06	Central	Texas	Nathan McCray	818,739	21,645,219	1,211,043	67.61%
#####	2018	06	Central	MidWest	Carol Rudofski	859,842	2,371,355	1,228,293	70.00%
#####	2018	06	Central	MidWest	Kevin Noel	602,898	1,774,341	853,561	70.63%
#####	2018	06	Central	Texas	David Allen	3,441,353	9,633,781	4,789,558	71.85%
#####	2018	06	Central	MidWest	Mike Elam	3,103,196	8,383,529	4,223,426	73.48%
#####	2018	06	Central	Texas	John Pedevilla	2,081,518	5,514,699	2,795,000	74.47%
#####	2018	06	Central	MidNorth	Joe Tessmer	612,769	1,691,771	816,827	75.02%
#####	2018	06	Central	MidNorth	Joe DeBiak	665,171	1,787,110	870,323	76.43%
#####	2018	06	Central	Texas	Raymond May	1,281,606	3,515,684	1,602,776	79.96%
#####	2018	06	Central	MidWest	Bonnie Gallagher	1,627,052	4,153,609	1,990,000	81.76%
#####	2018	06	Central	MidNorth	Paul Sweet	3,003,485	7,149,841	3,579,230	83.91%
#####	2018	06	Central	MidNorth	Todd Wery	1,704,679	4,036,029	1,967,671	86.63%
#####	2018	06	Central	MidNorth	Steve Houselander	3,194,955	7,449,472	3,663,199	87.22%
#####	2018	06	Central	MidWest	Mark Rouse	1,631,156	3,793,389	1,845,727	88.37%
#####	2018	06	Central	MidWest	Lori Brown	2,821,411	6,686,479	3,171,394	88.96%
1	2018	06	Central	MidNorth	Bill Van Koevering	859,086	1,894,562	924,136	92.96%
2	2018	06	Central	MidNorth	Jamie Miller	763,857	1,647,544	810,733	94.22%
3	2018	06	Central	MidNorth	Tad Spading	695,175	1,411,420	736,380	94.40%
4	2018	06	Central	MidNorth	Kedron Thomas	532,728	1,021,449	560,256	95.09%
5	2018	06	Central	Texas	Kimberly Murray	1,804,281	2,770,758	1,885,000	95.72%
6	2018	06	Central	MidNorth	Ryan Krajewski	1,270,438	2,706,271	1,301,688	97.60%
7	2018	06	Central	MidNorth	Peter Provost	1,031,953	2,119,614	1,050,814	98.21%
8	2018	06	Central	Texas	Sally Martinez	2,933,370	5,625,811	2,898,889	101.19%
9	2018	06	Central	Texas	Michael Keesee	1,265,855	2,618,549	1,222,579	103.54%
10	2018	06	Central	MidNorth	Jan Letko	2,056,519	4,006,401	1,977,709	103.98%
11	2018	06	Central	MidNorth	Terri Hoepner	1,229,810	4,803,360	1,153,587	106.61%
12	2018	06	Central	MidWest	Mike Pieper	5,162,151	9,845,721	4,743,011	108.84%
13	2018	06	Central	Texas	Kristine Gomez	6,687,703	10,656,487	6,137,189	108.97%
14	2018	06	Central	MidNorth	Jason Bjorson	4,699,237	8,760,819	4,159,464	112.98%
15	2018	06	Central	Texas	Matt Ellis	2,270,761	3,605,397	1,925,000	117.96%
16	2018	06	Central	Texas	Steven Brooks	2,573,272	4,519,987	2,125,000	121.10%
17	2018	06	Central	MidNorth	Todd McNally	1,733,746	2,576,308	1,410,629	122.91%
18	2018	06	Central	Texas	Sean Lervaag	3,880,022	5,873,911	3,125,000	124.16%
19	2018	06	Central	Texas	Kim Murray	5,044,225	19,434,495	3,878,278	130.06%
20	2018	06	Central	MidNorth	Kristen Hall	1,895,956	2,898,819	1,421,630	133.36%
21	2018	06	Central	MidWest	Pam Elston	677,919	1,055,873	499,463	135.73%

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
-------	-------------	-----------	----------	-----------------	------------	-------------------	----------------	-----------------------------	-----------------------------