1	Count	BI_YEAR_KEY BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID					First Look Goal
Part	2		AE	\$1 - \$1.5							E219831				128.40% 110.16%
Second Column	4	2018 06	AE	\$1 - \$1.5	Central	MidNorth	Kathryn Searles	Kathryn Searles	Jan Letko	1091700		903,374	1,032,239		146.07%
March   Marc	6	2018 06	AE	\$1 - \$1.5	Central	MidNorth	Susan Welk	Susan Welk	Jan Letko	1233981	P2312191	373,043	1,044,133		87.94%
The color of the		2018 06	AE	\$1 - \$1.5	Central	MidNorth	Tori Grant Welhouse	Tori Grant Welhouse	Todd Wery	1204044		297,590	1,013,261	555,711	53.55%
The color	10	2018 06	AE	\$1 - \$1.5	Central	MidWest	Brant Gillett	Brant Gillett	Jamie Hurt	1194872		394,952	1,213,875	721,000	54.78%
Fig.	12	2018 06	AE	\$1 - \$1.5	Central	MidWest	Jeff McCann	Jeff McCann	Bonnie Gallagher	1510512	jm290268	93,030	1,013,004	577,100	16.12%
The column   Property   Propert	14	2018 06	AE	\$1 - \$1.5	Central	MidWest	Lori Dickerson	Lori Dickerson	Mike Pieper	1516899		237,840	1,282,475	521,732	45.59%
10   10   10   10   10   10   10   10	16	2018 06	AE	\$1 - \$1.5		MidWest			Lori Brown	6026297	E742389	309,501	1,434,745	721,000	42.93%
The color		2018 06	AE	\$1 - \$1.5				Chelsey Ketcher	Sean Lervaag	1186865	P2157051	505,290	1,120,184	580,000	87.12%
10			AE AE	\$1 - \$1.5 \$1 - \$1.5								688,726 1,003,792	1,432,716 1,328,060		81.03% 163.22%
March   Marc															36.25% 232.04%
10   10   10   10   10   10   10   10															85.30% 38.43%
And   And			AE	\$1 - \$1.5			Kevin Christian	Kevin Christian							98.39% 104.92%
10   10   10   10   10   10   10   10	27	2018 06	AE	\$1 - \$1.5	Central	Texas	Maria Newton	Maria Newton	David Allen	1114115		703,703	1,484,007	750,000	93.83% 54.21%
A	29	2018 06	AE	\$1 - \$1.5	Central	Texas	San Antonio Job Share 2	Job Share - Dorothy Basso/Sarah Kardys	Kristine Gomez	6022433	E734157	1,901,499	1,492,248	1,600,000	118.84%
March   Marc	31	2018 06	AE	\$1 - \$1.5	Central	Texas	Sonia Brown	Sonia Brown	Kim Murray	6034101		528,016	1,027,635	510,000	103.53%
The color of the	33	2018 06	AE	\$1 - \$1.5	Northeast	New York	Brendan Whelan	Brendan Whelan	Staten Island LSM	1070731		202,496	1,434,035	550,000	36.82%
1	35	2018 06	AE	\$1 - \$1.5	Northeast	New York	Kevin Walsh	Kevin Walsh	Staten Island LSM	1192968	P2149432	158,312	1,111,636	525,000	30.15%
3	37	2018 06	AE	\$1 - \$1.5	Northeast	Ohio	Andrea Nardell	Andrea Nardell	Janey Ames	1184736		738,929	1,148,695	895,000	82.56%
March   Marc	39	2018 06	AE	\$1 - \$1.5	Northeast	Ohio	Brian Schwab	Brian Schwab	Christine Smith	6045499		470,415	1,116,903	1,054,000	44.63%
A	41	2018 06	AE	\$1 - \$1.5	Northeast	Ohio	Carey Bradley	Carey Bradley	Christine Smith	1225083	P2178354	411,061	1,341,498	1,054,980	38.96%
Margin   M	43	2018 06	AE	\$1 - \$1.5	Northeast	Ohio	Georgiann Pace	Georgiann Pace	Christine Smith	1140648		1,319,714	1,475,031	1,065,035	123.91%
Prop.   Prop	45	2018 06	AE	\$1 - \$1.5	Northeast	Ohio	Joan Hronec	Jeffrey Schroeder Joan Hronec	Kevin Tucker	1019383		577,645	1,196,955	1,073,500	61.39% 53.81%
Margin	47	2018 06	AE AE	\$1 - \$1.5 \$1 - \$1.5	Northeast	Ohio	Lauren Pirkey	Lauren Pirkey	Laura Lee	6036275	E763796	488,619	1,399,175	452,000	77.82% 108.10%
March	48 49	2018 06	AE	\$1 - \$1.5						1078458 1187377	P2195289	788,066		1,160,000	53.99% 67.94%
100   100	50	2018 06	AE	\$1 - \$1.5	Northeast	Ohio	Ryan Brant	Ryan Brant	Kerry Collins	6037276	P2766214	334,917		300,000	111.64% 43.58%
March   Column   Co	52	2018 06	AE	\$1 - \$1.5	Northeast	Ohio	Sarah Mouse	Sarah Mouse	Kerry Collins	1018065	P2726444	377,502	1,034,872	250,000	151.00% 62.02%
1	54	2018 06	AE	\$1 - \$1.5	Northeast	Ohio	Shawn Gibeault	Shawn Gibeault	Annie Keith	1181022	P2167153	634,194	1,276,951	844,484	75.10%
1	56	2018 06	AE	\$1 - \$1.5	Northeast	Ohio	Thomas Dinkel	Thomas Dinkel	Ron Stricker	1236420		198,795	1,083,257	625,000	31.81%
March   Marc	58	2018 06	AE	\$1 - \$1.5	Northeast	Ohio	Todd Teitel	Todd Teitel	Chadwick Collins	1155996	E155527	243,822	1,006,333	350,000	69.66%
Column	60	2018 06	AE	\$1 - \$1.5	Northeast	Upstate NY / ME	Andy Axler	Andy Axler	Tara MacDonald	1009563	P2159505	640,783	1,020,716	549,042	116.71%
March   Marc	62	2018 06	AE	\$1 - \$1.5	Northeast	Upstate NY / ME	Gretchen McLauchlan	Gretchen McLauchlan	Erin Duffy	1164215	P2148301	484,556	1,261,335	410,000	118.18%
Bear	64	2018 06	AE	\$1 - \$1.5	Northeast	Upstate NY / ME	Jennifer Mossotti	Jennifer Mossotti	Erin Duffy	6029579	e749573	524,435	1,446,628	1,150,000	45.60%
Col.	66	2018 06	AE	\$1 - \$1.5	Northeast	Upstate NY / ME	Lauren Elias	Lauren Elias	Tara MacDonald	1229886		248,932	1,207,118	250,000	99.57%
March   Marc	68	2018 06	AE	\$1 - \$1.5	Northeast	Upstate NY / ME	Marc Gilbert	Marc Gilbert	Erin Duffy	1009566		531,943	1,182,379	810,000	76.21% 65.67%
1.00   1.00	70	2018 06	AE	\$1 - \$1.5	Northeast	Upstate NY / ME	Melissa Vassenelli	Melissa Vassenelli	Erin Duffy	1219476	E230843	887,139	1,109,799	815,000	66.57% 108.85%
1.			AE	\$1 - \$1.5					Laura Whittinghill						12.29% 61.36%
1.00											E184928				50.14% 64.49%
17   1910   16   16   15   15   15   16   16   16	75		AE	\$1 - \$1.5	Northeast	Upstate NY / ME	Stacey Fudella	Stacey Fudella	Laura Whittinghill			834,738	1,239,502		115.94% 54.33%
20	77	2018 06	AE	\$1 - \$1.5	South	Carolinas	Brian Haag	Brian Haag	Emily Zalacca	1093627	P2160136	813,345	1,261,246	500,000	162.67%
A	79	2018 06	AE	\$1 - \$1.5	South	Carolinas	Chanon Smith	Chanon Smith	Jon Bloom	1233376	P2301120	373,663	1,226,746	790,000	47.30%
The color of the	81	2018 06	AE	\$1 - \$1.5	South	Carolinas	Donald Blackwell	Donald Blackwell	Darryl Heller	1510033		908,137	1,494,376	656,385	138.35%
Bit	83	2018 06	AE	\$1 - \$1.5	South	Carolinas	Holly Wise	Holly Wise	Teresa Vause	1142465		548,555	1,344,029	589,000	93.13%
Proceedings	85	2018 06	AE	\$1 - \$1.5	South	Carolinas	Laura Snellgrove	Laura Snellgrove	Dody Yarborough	1145414		351,719	1,183,710	474,000	74.20%
B	87	2018 06	AE	\$1 - \$1.5	South	Carolinas	Paula Lynch	Paula Lynch	Dody Yarborough	1208755		147,296	1,309,703	520,000	28.33%
St.   200   6	89	2018 06	AE	\$1 - \$1.5	South	Carolinas	Roger Payne	Roger Payne	Donna Hammett	1514503		660,535	1,115,717	798,285	82.74%
19   19   19   19   19   19   19   19															50.42% 40.83%
Proceedings															26.90% 86.69%
Section   Process   Proc			AE	\$1 - \$1.5			Anna Palermo	Anna Palermo	Gary Tietjen		P2163239				100.31% 49.45%
98   2931   66   Af   51-52   56th   Profit   Congrey Cheanes   Somple C	96	2018 06	AE	\$1 - \$1.5	South	Florida	Carl Brigandi	Carl Brigandi	Norm Pytel	1502314		534,875	1,202,632	885,000	60.44% 62.11%
200   2010   60	98	2018 06	AE	\$1 - \$1.5	South	Florida	George Chacanias	George Chacanias	John Fennessy	1009862		1,092,012	1,409,115	1,255,000	87.01% 63.77%
2012   2028   60	100	2018 06	AE	\$1 - \$1.5	South	Florida	Jacki Rainer	Jacki Rainer	Chris Kelley	1502863	2155466	439,146	1,067,885	875,000	50.19%
108    20210 (Gr. M.   51-515   South   Finded   Particle Severeon   Particle Severeon   Chris Kelley   20210 (Gr. M.   51-515   South   Finded   Tron Severe   Tron Severe   Chris Kelley   20210 (Gr. M.   51-515   South   Finded   Tron Severe   Tron Severe   Tron Severe   Chris Kelley   20210 (Gr. M.   51-515   South   Southeast   Ashly rill   Ashly ri	102	2018 06	AE	\$1 - \$1.5	South	Florida	Marjie McNeal	Marjie McNeal	Tom Sweat	1049454	P2179061	971,290	1,360,770	1,098,000	88.46%
196	104	2018 06	AE	\$1 - \$1.5	South	Florida	Patricia Severson	Patricia Severson	Chris Kelley	1010347	P2155173	776,271	1,101,756		112.60% 83.02%
188	106	2018 06	AE	\$1 - \$1.5	South	Florida	Tory Jordan	Tory Jordan	Gary Tietjen	1500037		801,634	1,317,960		112.18%
110   2018   6	108	2018 06	AE	\$1 - \$1.5	South	Southeast	Ashley Hill	Ashley Hill	John Payne	1513201		219,290	1,031,607	594,000	36.92%
132   2010   G   AE   53-515   South   Southeast   Obeloval Mercier   Obeloval Mercier	110	2018 06	AE	\$1 - \$1.5	South	Southeast	Carol Brown	Carol Brown	Mitch Fain	1166304	E170028	493,207	1,352,792	650,000	75.88%
114   2018   G   AZ   51-51.5   South   Southeast	112	2018 06	AE	\$1 - \$1.5	South	Southeast	Deborah Mercier	Deborah Mercier	Chris Munson	1521661		163,616	1,040,551	310,000	93.85% 52.78%
115   2018   16	114	2018 06	AE	\$1 - \$1.5	South	Southeast	Joshua Tubbs	Joshua Tubbs	Kevin Anderson	1508761		125,800	1,364,448	860,000	84.12% 14.63%
117   2018   06   AE   51-51.5   South   Southeast Mariana Mackey   Mariana Mackey   Gene Hardy   1146:294   Mariana   537,255   1.395,600   600,000   89.660	116	2018 06	AE AE	\$1 - \$1.5 \$1 - \$1.5				Lisa Simmons		1517749		218,728	1,206,097	500,000	57.50% 43.75%
119   2018   6	117	2018 06	AE	\$1 - \$1.5	South	Southeast	Marianna Mackey	Marianna Mackey	Gene Hardy	1166294	Marianna	537,955	1,393,600	600,000	89.66% 81.11%
121   2018   06   AE   51-515   West   LA   Barry Van Beers   Barry Van Beers   Derek Eggers   1208265   2743907   698,590   1,191,593   550,000   127.072	119	2018 06	AE	\$1 - \$1.5	South	Southeast	Todd O'Daniel	Todd O'Daniel	Chadwick Collins	1213327	P2170398	698,331	1,444,475	1,250,000	55.87% 74.90%
121   2018   06	121	2018 06	AE	\$1 - \$1.5	West	LA	Barry Van Beers	Barry Van Beers	Derek Eggers	1208265	p2743907	698,590	1,191,593	550,000	127.02% 49.20%
125   2018   OR   AE   51-515   West   U.A   Curvly Mariano   Michele Beauchamp   1077263   P7700733   409,710   1,161,948   712,454   57.515     126   2018   OR   AE   51-515   West   U.A   Christian Horraby   Derek Eggers   6027733   P7751577   1,277,169   1,66,571   1,550,000   82.089     127   2018   OR   AE   51-515   West   U.A   Christian Horraby   Crystal Matthews   Helene Lucam   1140774   P7168899   382,028   1,245,577   542,000   70.489     128   2018   OR   AE   51-515   West   U.A   Daniel Volich   Danielle Seniff   Nices Howleth   1,360,000   1,269,585   1,245,577   1,772,785     129   2018   OR   AE   51-515   West   U.A   Danielle Seniff   Danielle Seniff   Nices Howleth   1,30728   1,269,577   1,404,652   667,770   1,772,785     130   2018   OR   AE   51-515   West   U.A   Danielle Seniff   Danielle Seniff   Nices Howleth   1,30728   1,269,573   875,700   1,269,585   1,243,577     131   2018   OR   AE   51-515   West   U.A   Danielle Seniff   Danielle Seniff   Nices Howleth   1,30728   1,269,573   875,700   1,273,685   875,700   1,273,685   1,274,685	123	2018 06	AE	\$1 - \$1.5	West	LA	Brian Katz	Brian Katz	Jason Shaffer	1219474	E230841	670,376	1,051,939	613,448	109.28%
127   2018   06	125	2018 06	AE	\$1 - \$1.5	West	LA	Carolyn Mariano	Carolyn Mariano	Michelle Beauchamp	1037263	P2700293	409,710	1,161,948	712,454	57.51%
129   2018   06	127	2018 06	AE	\$1 - \$1.5	West	LA	Crystal Matthews	Crystal Matthews	Helene Juceam	1140724	P2168899	382,028	1,248,597	542,000	70.48%
131   2018   06	129	2018 06	AE	\$1 - \$1.5	West	LA	Danielle Seniff	Danielle Seniff	Niven Howlett	1207828	E216172	640,250	1,145,907	625,045	117.72% 102.43%
131   2018   06	131	2018 06	AE	\$1 - \$1.5	West	LA	Denise Bianco	Denise Bianco	Joe Flores	1216822	P2171598	1,363,570	1,376,245	850,500	55.61% 160.33%
134   2018   06	133	2018 06	AE	\$1 - \$1.5	West		Diane Troudt	Diane Troudt	Joshua Stratton	1104115	P2169113	169,612	1,072,652	655,200	138.79% 25.89%
136   2018   06   AE   51-515   West   LA   Illians Burgin   Illians Burgin   Joe Flores   1127000   E119671   618,110   1,274,275   800,100   77.259     137   2018   06   AE   51-515   West   LA   Joyinite Lockett   Joyinite Lockett   Josinite Lockett   Josinite Lockett   Joyinite Lockett   Josinite Lockett   Joyinite Lockett   Joy	135	2018 06	AE	\$1 - \$1.5	West	LA	Gina Easton	Gina Easton	Michelle Beauchamp	1037693	P2153017	451,372	1,019,070	571,226	155.13% 79.02%
138   2018   06	136		AE	\$1 - \$1.5	West	LA	Iliana Burgin	Iliana Burgin	Joe Flores	1127000	E119671	618,110	1,274,225	800,100	77.25% 120.53%
140   2018   06   45   51-515   West   LA   Martha Gibson   Martha Gibson   Eugenia Mazzapica   1098132   72179083   669,493   1,231,083   756,000   88,506   141   2018   06   AE   51-515   West   LA   Michael Manning   Aben Kenster   1105095   72185284   390,717   1,218,373   766,121   55.333   142   2018   06   AE   51-515   West   LA   Nancy Burleton   Nancy Burleton   Eugenia Mazzapica   1103011   72198172   899,277   1,316,573   895,550   106,149   143   2018   06   AE   51-515   West   LA   Paula Darlas   Paula Darlas	138	2018 06	AE	\$1 - \$1.5	West	LA	Kelli Schatz	Kelli Schatz	Helene Juceam	1160824		1,347,157	1,346,864	819,591	164.37% 58.21%
142         2018 06         £         51-51.5         West         LA         Nancy Burleson         Eugenh Mazzapica         1103011         P2198172         89,277         1,316,377         89,550         106,149           143         2018 06         AE         51-51.5         West         LA         Pauls Darlas         Pauls Darlas         Pauls Darlas         Paul Darlas	140	2018 06	AE	\$1 - \$1.5	West	LA	Martha Gibson	Martha Gibson	Eugenia Mazzapica	1098132		669,493	1,231,063	756,000	88.56% 55.33%
144         2018 06         AE         \$1-\$1.5         West         UA         Stephanie Clark         Stephanie Clark         Michelle Beauchamp         1095851         802,822         1,384,138         878,231         91,349           145         2018 06         AE         \$1-\$1.5         West         Mountain States         Christine Erb         Christine Erb         Grant Linnen         1509406         1509406         709,314         1,115,493         625,000         113.499	142	2018 06	AE	\$1 - \$1.5	West	LA	Nancy Burleson	Nancy Burleson	Eugenia Mazzapica	1103011		859,277	1,316,537	809,550	106.14%
	144	2018 06	AE	\$1 - \$1.5	West	LA	Stephanie Clark	Stephanie Clark	Michelle Beauchamp	1095851	1509406	802,182	1,384,138	878,231	91.34%
															113.49% 64.65%

	BI_YEAR_KEY BI_WK_NBR			Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	PID-EID		D18 Budget	2018 First Look Budget Goal	% FY Rev vs First Look Goal
147 148 149	2018 06	AE \$1 - \$1.5 AE \$1 - \$1.5 AE \$1 - \$1.5	West West West	Pacific States Pacific States Pacific States	Gregory Florian  Karen Lee  Lorraine Sugimoto	Gregory Florian  Karen Lee  Lorraine Sugimoto	Michael Garcia Michael Garcia Michael Garcia	1136041 1092767 1056493	P2201045 E025963	675,170 429,270 292,138	1,194,296 1,400,000 1,384,976	500,000 600,000 600,000	135.03% 71.55% 48.69%
150 151	2018 06	AE \$1-\$1.5 AE \$1.5+	West	Pacific States MidNorth	Melanie Rosehill Cindy McCabe	Melanie Rosehill Cindy McCabe	Michael Garcia Todd Wery	1072513 1025737	P2184814 P2203670	637,264 665,537	1,492,228	610,000 685,678	104.47% 97.06%
152 153		AE \$1.5+ AE \$1.5+	Central Central	MidNorth MidNorth	Jennifer Pizur Jessica Opat	Jennifer Pizur Jessica Opat	Jason Bjorson Steve Houselander	1216899 1143073	P2200716 p2186957	851,310 814,094	1,906,181 1,620,000	933,078 837,923	91.24% 97.16%
154 155	2018 06	AE \$1.5+ AE \$1.5+	Central Central	MidNorth MidNorth	Joann DeYoung Kathryn Grant	Joann DeYoung Kathryn Grant	Jason Bjorson Jason Bjorson	1024737 1066535	P2160336	1,239,568 1,350,581	2,597,426 1,980,315	1,289,714 981,049	96.11% 137.67%
156 157	2018 06	AE \$1.5+ AE \$1.5+	Central	MidNorth MidNorth	Kelly Resch Shan Roth Bookstaff	Kelly Resch Shan Roth Bookstaff	Steve Houselander Paul Sweet	1223054 1508448	P2154673 187068	845,368 873,406	2,573,000 2,106,061	1,279,081 923,660	66.09% 94.56%
158 159 160	2018 06	AE \$1.5+ AE \$1.5+	Central Central	MidWest MidWest MidWest	Ashley Cajthaml  Becky Lisner  Dave Castro	Ashley Cajthaml Becky Lisner Dave Castro	Lori Brown Lori Brown Mike Pieper	1148719 1034933 1509232	E146532 p2162225	1,113,606 956,665 1,558,312	1,563,972 2,478,000 2,867,625	793,000 1,153,000 1,328,043	140.43% 82.97% 117.34%
161 162	2018 06	AE \$1.5+ AE \$1.5+	Central	MidWest MidWest	Franci Massey Jill Sherman	Franci Massey Jill Sherman	Jamie Hurt Jamie Hurt	1034636 1145370	E003103 E142212/	684,752 539,433	2,316,950 1,631,998	1,153,000 937,000	59.39% 57.57%
163 164	2018 06	AE \$1.5+ AE \$1.5+	Central Central	MidWest MidWest	Ken Deutch Kevin Barry	Ken Deutch Kevin Barry	Mike Pieper Mike Elam	1511425 1520465	1511425 KB266303	861,220 669,880	1,799,111 1,501,402	948,602 633,514	90.79% 105.74%
165 166	2018 06	AE \$1.5+ AE \$1.5+	Central Central	MidWest MidWest	Lynley Gee Maureen Werner	Lynley Gee Maureen Werner	Jamie Hurt Mike Elam	1187021 1523320	MW288363	405,871 633,756	1,708,995 2,597,594	721,000 1,140,324	56.29% 55.58%
167 168	2018 06	AE \$1.5+ AE \$1.5+	Central Central	MidWest Texas	Sue Masker Andrea Burson	Sue Masker Andrea Burson	Mike Elam Kristine Gomez	1511426 1160840	1511426	829,752 1,214,241	1,577,754 1,838,573	929,154 850,000	89.30% 142.85%
169 170 171	2018 06	AE \$1.5+ AE \$1.5+ AE \$1.5+	Central Central	Texas Texas	Arntila Womack Ashley Dudley Claudia Montgomery	Arntila Womack Ashley Dudley Claudia Montgomery	Raymond May Eric Atchley David Allen	1222664 1219278 1137666	e234571 e230619	603,848 595,107 1.198.458	1,543,350 2,017,083 3,586,025	782,776 950,000 1.320.000	77.14% 62.64% 90.79%
171 172 173	2018 06	AE \$1.5+ AE \$1.5+	Central	Texas Texas	Dan Squyres Eric Lunsford	Dan Squyres Eric Lunsford	Kim Murray Sean Lervaag	1032454 1041923	E014724 P2153080	3,086,693 1,760,550	3,440,989 2,151,601	1,603,278 1,160,000	90.79% 192.52% 151.77%
174 175	2018 06	AE \$1.5+ AE \$1.5+	Central Central	Texas Texas	Janet Emmert Jimmy Hare	Janet Emmert Jimmy Hare	David Allen Rick Barnhart	1078803 1098133	P2155707 P2163432	480,785 858,714	1,826,604 4,595,786	1,015,154 1,986,455	47.36% 43.23%
176 177	2018 06	AE \$1.5+ AE \$1.5+	Central Central	Texas Texas	Joan Hemstreet Job Share Flume / Langlois	Joan Hemstreet Job Share: Debra Flume / Angela Dooms Langlois	Rick Barnhart Kristine Gomez	6015964 1081862 / 1081863	E719674	986,120 1,922,531	3,388,408 3,104,911	1,986,454 2,077,189	49.64% 92.55%
178 179	2018 06	AE \$1.5+ AE \$1.5+	Central Central	Texas Texas	Job Share Michel / Witt Job Share Weaver / Whitten	Job Share: Ray Michel / Doreen Witt Alyson Weaver	Kimberly Murray Kim Murray	1093545 / 1118084 1161460	E162147	1,804,281 399,319	2,770,758 1,667,944	1,885,000 1,150,000	95.72% 34.72%
180 181	2018 06	AE \$1.5+ AE \$1.5+	Central Central	Texas Texas	Joey Little Kathy Sparks	Joey Little Kathy Sparks	Rick Barnhart Rick Barnhart	1164640 1123288	E165870 P2178927	552,361 1,606,856	3,992,767 5,539,463	1,986,455 1,986,454	27.81% 80.89%
182 183 184	2018 06	AE \$1.5+ AE \$1.5+ AE \$1.5+	Central Central	Texas Texas	Keith Grubb Kenny Gierl Lisa Reid	Keith Grubb Kenny Gierl Lisa Reid	Rick Barnhart Rick Barnhart	1169553 6009619 1165223	P2149484 E703060 P2200173	1,417,110 1,185,120 2,744,077	3,917,233 3,623,715 5,816,758	2,060,181 3,972,909 1,986,454	68.79% 29.83% 138.14%
185 186	2018 06	AE \$1.5+ AE \$1.5+	Central	Texas Texas	Michael Crow Mike Nelson	Michael Crow Mike Nelson	John Pedevilla Eric Atchley	1101416 1146134	E087347	2,744,077 484,498 504,224	1,522,966 2.395.023	725,000 1.350.000	66.83% 37.35%
187 188	2018 06	AE \$1.5+ AE \$1.5+	Central	Texas Texas	Nicholas Mohamed Paul Powitz	Nicholas Mohamed Paul Powitz	Kristine Gomez Eric Atchley	1239237 1110416	E254099 P2153816	738,325 430,702	2,381,505 3,024,990	1,000,000 1,600,000	73.83% 26.92%
189 190	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	New York New York	Adam Meyer Brenda Irizarry	Adam Meyer Brenda Irizarry	Shapiro/Hermes Jaime Morrison	1229513 1157793	E242674 P2199687	1,024,259 1,128,693	8,192,948 1,794,867	2,511,070 825,000	40.79% 136.81%
191 192		AE \$1.5+ AE \$1.5+	Northeast Northeast	New York New York	Brian Cavallo Carlos Jimenez	Brian Cavallo Carlos Jimenez	Shapiro/Hermes Derek Benedict	1236781 1009925	P2330665 P2206127	328,607 2,866,655	2,063,139 3,033,712	500,000 3,000,000	65.72% 95.56%
193 194	2018 06 2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	New York New York	Corey Petruccelli Danielle Daley	Corey Petruccelli Danielle Daley	Shapiro/Hermes Shapiro/Hermes	1145420 1155609	E142268 P2188386	2,186,321 2,100,276	8,273,308 5,777,762	2,200,000 2,400,000	99.38% 87.51%
195 196	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	New York New York	David Blakely Donna Ellerson	David Blakely Donna Ellerson	Derek Benedict Jaime Morrison	1005280 1126205	P2183181	426,334 906,383	1,769,973 1,643,955	725,000 1,000,000	58.80% 90.64%
197 198 199	2018 06	AE \$1.5+ AE \$1.5+ AE \$1.5+	Northeast Northeast Northeast	New York New York	Dylan Larkin Eric Tolchin Florence O'Brien	Dylan Larkin Eric Tolchin Florence O'Brien	Jaime Morrison Shapiro/Hermes	1199127 1182084 1198676	P2174903 P2177122	411,083 776,284 3,084,065	2,283,564 1,603,479 12,027,008	393,928 700,000 4,000,000	104.35% 110.90% 77.10%
199 200 201	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast Northeast	New York New York New York	Florence O'Brien Jo Ellen Rix Jonathan Auster	Florence O'Brien Jo Ellen Rix Jonathan Auster	Shapiro/Hermes Shapiro/Hermes Shapiro/Hermes	1198676 1023296 1170964	E173256	3,084,065 2,789,602 1,382,248	12,027,008 8,729,695 6,757,943	4,000,000 2,668,894 2,122,213	77.10% 104.52% 65.13%
201 202 203	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	New York New York New York	Lori Silverman Philip LeFevre	Lori Silverman Philip LeFevre	Adam Shapiro Shapiro/Hermes	1170964 1004796 1154851	e016076 P2163337	2,008 2,611,141	10,297,897	2,122,213	65.13%
203 204 205	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	New York Ohio	Timothy Minter Aimee Krzyscin	Timothy Minter Aimee Krzyscin	Jaime Morrison Christine Smith	1200396 1210557	E220544	2,611,141 474,519 719,671	1,887,024 2,197,000	700,000 71,208,443	67.79% 59.55%
206 207	2018 06 2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	Ohio Ohio	Brian Florko Chris Reid	Brian Florko Chris Reid	Jim Post Janey Ames	1179252 1099815	p2196155 P2197005	650,830 656,529	3,489,879 1,706,515	1,750,000 1,190,000	37.19% 55.17%
208 209	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	Ohio Ohio	Constance Rockwood Deborah Ziegman	Constance Rockwood Deborah Ziegman	Annie Keith Karen Pope	1121534 1200688	208644	958,397 502,075	1,613,124 1,935,568	1,371,574 600,395	69.88% 83.62%
210 211	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	Ohio Ohio	Dianne Haggins Heather Schultz	Dianne Haggins Heather Schultz	Kevin Tucker Laura Lee	1020318 1236774	P2191128 P2333773	593,391 697,907	1,975,575 2,737,090	1,278,655 1,243,000	46.41% 56.15%
212 213 214	2018 06	AE \$1.5+ AE \$1.5+ AE \$1.5+	Northeast Northeast Northeast	Ohio Ohio Ohio	Job Share Copfer / Benton Job Share O'Hara / Carter	Jennifer Babcock Job Share: Renee Copfer / Tracy Benton Job Share: Amanda O'Hara / Coleen Carter	Mike Chase Mike Chase	1174937 1074295 / 1084256 1124257 / 1179066		600,543 4,309,893	2,281,668 8,983,710	976,000 4,454,000	61.53% 96.76%
214		AE \$1.5+	Northeast	Ohio	Job Share Steinbrunner / Paul	Job Share: Karen Steinbrunner / Natasha Paul Shupe	Janey Ames Laura Lee	1153061 / 1132198		1,571,964 848.772	4,489,161	2,230,124	70.49%
216 217	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	Ohio Ohio	Joseph Trem Kimberly Tolnar	Joseph Trem Kimberly Tolnar	Christine Smith	1141808 1203522		1,277,042 991,471	3,110,000 2,554,176	1,248,382 1,243,000	102.30% 79.76%
218 219	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	Ohio Ohio	Nicholas Grote Patrick Horgan	Nicholas Grote Patrick Horgan	Jim Post Laura Lee	1176298 1138828	p2169089	896,951 1,275,164	1,724,980 2,622,000	900,000 1,243,000	99.66% 102.59%
220 221		AE \$1.5+ AE \$1.5+	Northeast Northeast	Ohio Ohio	Sara Backman Taylor Moore	Sara Backman Taylor Moore	Ron Stricker Ron Stricker	1085477 6013403	e070849 E712895	373,768 961,984	2,152,722 1,958,185	725,000 700,000	51.55% 137.43%
222 223	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Ann Mizgala Ed Glasgow	Ann Mizgala Ed Glasgow	Katherine Drake Marhaver Natasha Polito	1004832 1073335	E010372 p2146718	353,490 923,435	1,630,786 1,943,751	955,000 1,272,000	37.01% 72.60%
224 225	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Gwen Dyer Jaime Ralston	Gwen Dyer Jaime Ralston	Doug Foerster Tara MacDonald	1196655 1083521	p2743727	631,201 859,814	1,531,144 1,848,621	944,000 957,034	66.86% 89.84%
226 227 228	2018 06	AE \$1.5+ AE \$1.5+ AE \$1.5+	Northeast Northeast Northeast	Upstate NY / ME Upstate NY / ME Upstate NY / ME	Jane Daley Job Share Hull / Savattieri Julie Kramer	Jane Daley Job Share: Diane Hull / Elise Savattieri Julie Kramer	Tara MacDonald Laura Whittinghill	1047907 1122007 / 1122009 1143609	P2203341 P2195196	839,570 1,177,042 824,152	1,599,339 2,536,250 1,906,454	875,043 1,450,000 1,070,000	95.95% 81.18% 77.02%
228 229 230	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Lindsay Maurer  Rochester Joh Share 1	Lindsay Maurer Job Share: Heahter lannone/Gina Loewenguth	Doug Foerster Nick Darling Natasha Polito	1190506 1236766 / 1138360	E196675	725,529 763,247	1,552,078 2.011.168	1,070,000 875,000 1.175.000	77.02% 82.92% 64.96%
231 232	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Rochester Job Share 2 Sasha Beadnell	Job Share: Traci Mcelroy/Elise Gruttadauria Sasha Beadnell	William Bagley Tracy Cramer	1144307 / 1138361 1141759	E137484	1,510,434 1,054,572	2,212,541 2,399,197	1,310,000 1,277,542	115.30% 82.55%
233 234	2018 06	AE \$1.5+ AE \$1.5+	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Terri Endries Tom Hendricks	Terri Endries Tom Hendricks	Erin Duffy Bill Bagley	1180328 1045789	E184467 p2167978	609,177 461,986	1,557,391	790,000 865,000	77.11% 53.41%
235 236		AE \$1.5+ AE \$1.5+	Northeast South	Upstate NY / ME Carolinas	Vanessa Miller Angie Ferguson	Vanessa Miller Angie Ferguson	Nick Darling Matt Livoti	1191594 1014518	E198013 P2202757	1,276,030 771,285	2,066,202 2,560,660	1,400,000 975,000	91.15% 79.11%
237 238	2018 06	AE \$1.5+ AE \$1.5+	South South	Carolinas Carolinas	Brannon Gilliam Charlotte Job Share	Brannon Gilliam Job Share: Nancy Bolinger/Crystal Thornburg	Rob Padgett Matt Livoti	1014270 1082982 / 1092362	P2202546	943,753 1,165,298	4,871,681 3,128,360	2,300,000 900,000	41.03% 129.48%
239 240	2018 06	AE \$1.5+ AE \$1.5+	South South	Carolinas Carolinas	Cindy Morgan Devon Brewer	Cindy Morgan Devon Brewer	John Shannon Jon Bloom	1012219 1152935	P2151846	483,046 801,448	7,993,625 1,948,517	1,039,000 1,240,000	46.49% 64.63%
241 242 243	2018 06	AE \$1.5+ AE \$1.5+ AE \$1.5+	South South South	Carolinas Carolinas Carolinas	Jacob Desvaux Joanne Brown Kellie Brys	Jacob Desvaux Joanne Brown Kellie Brys	Emily Zalacca Emily Zalacca David McGee	1191739 1089262 1145970	E198215	354,681 2,010,626 502,119	1,621,978 5,069,421 1,701,065	475,000 3,000,000 850,000	74.67% 67.02% 59.07%
244 244 245	2018 06	AE \$1.5+ AE \$1.5+	South	Carolinas	Kevin Pittman	Kevin Pittman Lynne Dallin	David McGee  David McGee	1092001	P2196087 P2164621	540,450 384.661	1,964,161	1,125,000 1,299,000	48.04% 29.61%
246 247	2018 06	AE \$1.5+ AE \$1.5+	South South	Carolinas Carolinas	Russell Doggett Ryan Fleming	Russell Doggett Ryan Fleming	David McGee Roy Costner	1055438 1517022		729,172 546,224	2,601,887 1,709,105	1,402,000 1,166,473	52.01% 46.83%
248 249	2018 06	AE \$1.5+ AE \$1.5+	South	Carolinas Carolinas	Sean Hollern Shannon Barbour	Sean Hollern Shannon Barbour	Rob Padgett Jon Bloom	1154353 1011048	e153486 P2192569	1,020,173 920,173	1,643,576 2,291,261	1,200,000 1,528,000	85.01% 60.22%
250 251	2018 06 2018 06	AE \$1.5+ AE \$1.5+	South South	Carolinas Carolinas	Shelley Hutchinson Sherry Howell	Shelley Hutchinson Sherry Howell	Emily Zalacca Matt Livoti	1202425 1203163	E210803 P2188337	286,440 634,695	1,774,240 1,523,949	950,000 500,000	30.15% 126.94%
252 253	2018 06	AE \$1.5+ AE \$1.5+	South	Carolinas Carolinas	Tony Ruland Victoria Parker	Tony Ruland Victoria Parker	Matt Livoti Roy Costner	1002462 1507945	E007736	1,860,146 1,358,552	6,073,164 2,185,204	2,750,000 1,661,488	67.64% 81.77%
254 255 256	2018 06	AE \$1.5+ AE \$1.5+ AE \$1.5+	South	Florida Florida Florida	Anne Marie Burns Bryan Hatfield Carrie Showalter	Anne Marie Burns Bryan Hatfield	Chuck Budt Gary Tietjen Nick Buddisombo	1502896 1061722 1502679	P2172334 p2179295	468,630 639,535	2,057,516	1,040,000 1,336,800 1,379,700	45.06% 47.84% 86.46%
256 257 258	2018 06	AE \$1.5+ AE \$1.5+ AE \$1.5+	South South South	Florida Florida Florida	Dan Bell Debby Phillips	Carrie Showalter  Dan Bell  Debby Phillips	Nick Puddicombe John Fennessy John Fennessy	1502679 1004616 1008748	P2157944 p2148603	1,192,830 756,360 1,173,763	1,502,063 1,878,301 1,759,846	1,379,700 1,237,000 1,218,000	86.46% 61.14% 96.37%
259 260	2018 06	AE \$1.5+ AE \$1.5+	South	Florida Florida	Diana Perreira  Dorothy Conflenti	Diana Perreira Dorothy Conflenti	Chris Kelley Steve Culkar	1040879 1504742	P217393 P2182932	2,466,970 1,751,932	3,435,345 4,559,791	2,140,000 2,141,780	115.28% 72.55%
261 262	2018 06 2018 06	AE \$1.5+ AE \$1.5+	South	Florida Florida	Eva Carter Frank Longo	Eva Carter Frank Longo	Nick Puddicombe Nick Puddicombe	1502646 1500242	P2189859	1,226,410 1,537,906	1,924,271 2,447,919	1,575,000 2,306,000	77.87% 66.69%
263 264	2018 06	AE \$1.5+ AE \$1.5+	South	Florida Florida	Greg Hubbard Ira Heller	Greg Hubbard Ira Heller	Chris Kelley Norm Pytel	1503147 1004595	P2162471 P2150630	945,139 617,646	2,230,677 1,990,066	1,855,000 1,263,000	50.95% 48.90%
265 266	2018 06	AE \$1.5+ AE \$1.5+	South	Florida Florida	James Cassidy Janey Hallberg	James Cassidy Janey Hallberg	Tom Sweat Chuck Budt	1007379 1503094	P2194466	691,809 4,588,769	1,648,948 5,203,643	1,130,343 2,392,000	61.20% 191.84%
267 268 269	2018 06	AE \$1.5+ AE \$1.5+	South South	Florida Florida Florida	JJ Gunter John Maples Jose Alvarez	JJ Gunter John Maples	Steve Culkar Kimberly Winters Chuck Budt	1504814 1016186 1502653	P2171646 P2162090	2,248,308 691,202 809,101	5,746,098 1,599,211 2,681,770	3,235,464 1,350,000 1,196,000	69.49% 51.20% 67.65%
269 270 271	2018 06	AE \$1.5+ AE \$1.5+	South South	Florida Florida	Laurie Lattimore Mark Menges	Jose Alvarez Laurie Lattimore Mark Menges	Steve Culkar Gary Tietjen	1502653 6007618 1022398	P2162090 P2166538	809,101 862,510 324,478	2,681,770 2,959,081 2,677,054	1,196,000 1,116,054 524,400	67.55% 77.28% 61.88%
271 272 273	2018 06	AE \$1.5+ AE \$1.5+	South	Florida Florida	Michael McCann Michael Young	Michael McCann Michael Young	Chuck Budt Steve Culkar	1500279 1505217	p2189638 P2184831	5,243,887 5,25,184	5,827,333 2,046,076	3,592,000 504,858	145.99% 104.03%
274 275	2018 06 2018 06	AE \$1.5+ AE \$1.5+	South	Florida Florida	Norman Chiger Paige Holley	Norman Chiger Paige Holley	Gary Tietjen Norm Pytel	1000847 1502944	P2204641	1,178,770 1,870,659	1,741,561 1,969,816	1,667,400 1,925,600	70.70% 97.15%
276 277	2018 06	AE \$1.5+ AE \$1.5+	South South	Florida Florida	Pat Hendryx Robert Klomp	Pat Hendryx Robert Klomp	John Fennessy Steve Culkar	1503204 1505498	p2143227	723,769 2,561,431	1,568,893 3,666,260	1,098,000 2,540,200	65.92% 100.84%
278 279	2018 06	AE \$1.5+ AE \$1.5+	South	Florida Florida	Robert Richmond Scott Fairhurst	Robert Richmond Scott Fairhurst	Paula Gaustad Chuck Budt	1022795 1503847	P2194944 P2193739	1,019,501 1,123,263	2,131,286 2,452,127	1,752,000 1,404,000	58.19% 80.00%
280 281	2018 06	AE \$1.5+ AE \$1.5+	South	Florida Florida	Sheila Usher Steve Perkins	Sheila Usher Steve Perkins	Kimberly Winters Chuck Budt	1015260 1503234	P2181997 P2143375	2,359,800 2,090,842	2,989,125 4,210,633	2,520,000 2,288,000	93.64% 91.38%
282 283 284	2018 06	AE \$1.5+ AE \$1.5+	South South South	Florida Florida Florida	Susan Forte Susan Green Suzy Culver	Susan Forte Susan Green Suzy Culver	Steve Culkar Chris Kelley Paula Gaustad	6009441 1505846 1503479	P2702856 E468574 1503479	1,610,097 1,479,634 1,072,570	3,748,418 1,907,273 1,513,660	2,730,603 1,800,000 950,000	58.96% 82.20% 112.90%
284 285 286	2018 06	AE \$1.5+ AE \$1.5+	South South South	Florida Florida Florida	Teleana Jones Tim Shumway_Regional	Suzy Culver Teleana Jones Tim Shumway_Regional	Paula Gaustad  Kimberly Winters  Chuck Budt	1503479 1503911 1061250	1503479 Teleana.	1,072,570 1,427,527 2,169,343	1,513,660 1,627,571 4,403,514	950,000 1,110,000 2,288,000	112.90% 128.61% 94.81%
286 287 288	2018 06	AE \$1.5+ AE \$1.5+	South South	Florida Florida Southeast	Vicki Farrell Amy Kabase	Vicki Farrell Amy Kabase	Norm Pytel Scott Reed	1016233 1517012	P2206839 AK240468	2,169,343 2,116,961 347,859	2,783,338 1,636,246	2,288,000 2,517,200 975,000	94.81% 84.10% 35.68%
289 290	2018 06 2018 06	AE \$1.5+ AE \$1.5+	South	Southeast Southeast	Brian Eckley John Wiegand	Brian Eckley John Wiegand	John Payne Mitch Fain	1525467 1166324	BE298348 P2187299	289,693 444,092	1,860,057 1,671,254	1,094,000 750,000	26.48% 59.21%
291 292	2018 06 2018 06	AE \$1.5+ AE \$1.5+	West	LA LA	Adlink Job Share Bill Mee	Job Share: Laura Chas/Deanne Szuchan Bill Mee	Derek Messana Michelle Beauchamp	1130184 / 1130163 1102872	P2192314	5,457,350 1,199,467	18,428,043 2,270,599	5,044,443 1,404,130	108.19% 85.42%
293 294	2018 06 2018 06	AE \$1.5+ AE \$1.5+	West West	LA LA	Dawn Prather Debbie Finke	Dawn Prather Debbie Finke	Niven Howlett Niven Howlett	1105506 1170639	P2143523 E172840	3,700,909 677,321	4,189,485 1,911,328	2,670,149 1,233,791	138.60% 54.90%
295 296	2018 06	AE \$1.5+ AE \$1.5+	West	LA LA	Gina Mysel Greg Finch	Gina Mysel Greg Finch	Tom Laky Tom Laky	1216111 1142878	P2180320 P2181196	2,374,986 1,209,679	10,252,406 10,667,749	2,786,277 2,792,617	85.24% 43.32%
297 298 299	2018 06	AE \$1.5+ AE \$1.5+	West West West	LA LA	Jack Greenspon Jeff Morris	HomeTeamSports Jack Greenspon Jeff Morris	Kelly Reed Dereck Messana	1220567 1238701	232124 E253439	3,081,455 375,317 4,649,335	2,577,660 9,122,667	1,232,000 2,103,818	30.46% 221.00%
300 301	2018 06	AE \$1.5+ AE \$1.5+	West West	LA LA	Johanna Flores Julien Sautot	Johanna Flores Julien Sautot	Niven Howlett Kelly Reed	1238701 1061981 1236415	P2201738 E250777	4,649,335 1,937,068 2,817,121	9,122,667 1,734,077 7,531,487	2,103,818 897,724 3,520,000	221.00% 215.78% 80.03%
301	2010 00	31.5+	***231	1-0			ny meeu	12.70+13	-20///	2,017,121	,,331,48/	3,520,000	80.03%

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 Fi	irst Look Budget Goal % FY Rev vs	s First Look Goal
302 303	2018 06	AE \$1.5+ AE \$1.5+	West	LA LA	Kathy Guarderas Lisa Behr	Kathy Guarderas Lisa Behr	Kelly Reed Joe Flores	6015782 1127154	E718828 E119668	683,877 823,561	5,265,445 1,610,456	2,464,000 1,420,020	27.75% 58.00%
304 305	2018 06	AE \$1.5+ AE \$1.5+	West	LA LA	Lisa Fletcher Lisa Hatch	Lisa Fletcher Lisa Hatch	Niven Howlett Joe Flores	1090483 1143480	e077403 E139754	373,033 2,143,283	1,501,229 2,041,628	926,093 1,362,375	40.28% 157.32%
306 307	2018 06	AE \$1.5+ AE \$1.5+	West	LA LA	Lisa Lang Bondar Lydia Matus	Lisa Lang Bondar Lydia Matus	Kelly Reed Tom Laky	1190950 1056609	P2206149	3,716,817 2,270,190	11,003,608 10,826,905	5,104,000 3,228,907	72.82% 70.31%
308 309	2018 06	AE \$1.5+ AE \$1.5+	West	LA LA	Maria Curry Mark Milner	Maria Curry Mark Milner	Kelly Reed Helene Juceam	1228843 1127433	P2145004 E119581	4,311,986 585,393	11,029,736 2,218,515	5,280,000 1,333,149	81.67% 43.91%
310 311	2018 06	AE \$1.5+ AE \$1.5+	West	LA LA	Merribeth Gal Michael Fong	Merribeth Gal Michael Fong	John Krenzer Tom Laky	1101704 1228278	P2180991	1,482,168 2,973,675	2,353,262 9,584,388	1,432,620 3,568,032	103.46% 83.34%
312 313	2018 06	AE \$1.5+ AE \$1.5+	West	LA LA	Michael Lauer Randy Moses	Michael Lauer Randy Moses Richard Waisfisz	Dereck Messana Helene Juceam	1174794 1084251	P2164537 E069589	3,312,408 645,648	8,034,891 1,559,213	2,559,759 1,018,927	129.40% 63.37%
314 315	2018 06	AE \$1.5+ AE \$1.5+	West	LA LA	Richard Waisfisz Sean Broderick	Sean Broderick	Dereck Messana Helene Juceam	1238790 1127159	P2350807 P2155213	2,405,669 960,108	8,282,103 1,878,328	2,837,972 1,151,903	84.77% 83.35%
316 317	2018 06	AE \$1.5+ AE \$1.5+	West	LA Pacific States	WorldLink Jaime Kagawa	WorldLink Jaime Kagawa	Michael Garcia	1045984	P2173700	40,100 341,354	1,915,000	950,000	35.93%
318 319	2018 06	AE \$1.5+ AE \$1.5+	West	Pacific States Pacific States	John Padeken Julie Carter	John Padeken Julie Carter	Michael Garcia Jeff McGowan	1118224 1517532	P2161356	235,456 548,105	1,602,014 1,581,834	900,000 730,000	26.16% 75.08%
320 321	2018 06	AE \$1.5+ AE \$1.5+	West	Pacific States Pacific States	Melissa Orr Mike DellaVella	Melissa Orr Mike DellaVella	Jason Mitchell Sherry Santana	1521639 1513195	MO270275 MD151319	557,831 586,837	1,608,268 1,665,499	650,000 850,000	85.82% 69.04%
322 323	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Alan Olson	Aaron Woodford Alan Olson	Terri Hoepner Jamie Miller	1534554 1515825	atolson	337,858 359,544	616,926 545,000	301,613 265,500	112.02% 135.42%
324 325	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Andrea Blader Barry Peterson	Andrea Blader Barry Peterson	Paul Sweet Bill Van Koevering	1529744 1513133	AB407908	299,403 153,195	693,380 490,237	378,661 200,000	79.07% 76.60%
326 327	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Betsy Maloney Blake Benner	Blake Benner	Paul Sweet Todd McNally	1510693 1523724	bmaloney 2901863	114,674 435,399	675,981 615,000	352,868 300,000	32.50% 145.13%
328 329	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Bonnie Nimmo Catherine Flottmeyer	Bonnie Nimmo Catherine Flottmeyer	Ryan Krajewski Jan Letko	1511414 1204462	593690 E213179	179,926 183,097	595,768 504,031	297,377 237,102	60.50% 77.22%
330 331	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Chris Whitburn Doug Mitchell	Chris Whitburn Doug Mitchell	Joe Tessmer Joe DeBiak	1508725 1509811	Dmitchel	267,515 203,650	472,564 492,000	215,000 250,000	124.43% 81.46%
332 333	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Heidi Frei Jeremiah Lewis	Heidi Frei Jeremiah Lewis	Terri Hoepner Kristen Hall	1524991 1524233	heidi.fr	295,173 272,090	580,343 481,000	278,726 233,630	105.90% 116.46%
334 335	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Jerry Siptroth John Short	John Short	Ryan Krajewski Kristen Hall	1524856 1532828	2947652 JS416644	314,889 190,722	487,525 602,000	219,848 300,000	143.23% 63.57%
336 337	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Kristin Larsen	Kirt Schubring Kristin Larsen	Joe Tessmer Ryan Krajewski	1511401 1509792	1511401 KL235989	176,832 348,397	644,475 693,439	291,827 323,517	60.59% 107.69%
338 339	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Lisa Neumann Lisa Ross	Lisa Neumann Lisa Ross	Steve Houselander Tad Spading	1517524 1517735	LN244472 2467684	309,844 226,003	625,000 602,610	333,237 242,040	92.98% 93.37%
340 341	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Lori Gilmer Mary Mooney	Lori Gilmer Mary Mooney	Joe DeBiak Jan Letko	1518419 1182163	lgilmer 180813	294,337 263,329	538,000 583,894	256,000 240,771	114.98% 109.37%
342 343	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Michelle Murdick Nick Evangelista	Michelle Murdick Nick Evangelista	Kristen Hall Steve Houselander	1529358 1236875	mmurdick P2328796	377,337 159,553	549,000 555,472	275,000 271,388	137.21% 58.79%
344 345		AE \$450 - \$699 AE \$450 - \$699		MidNorth MidNorth	Peter Bartingale Richard VanDeHey	Peter Bartingale Richard VanDeHey	Terri Hoepner Todd Wery	1512485 1087148	1088378	299,943 283,299	486,765 491,213	231,726 268,000	129.44% 105.71%
346 347	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Trey Warren Victoria Brown	Trey Warren Victoria Brown	Joe DeBiak Todd Wery	1509818 6047391	twarren1	118,685 300,848	510,000 519,746	239,323 153,962	49.59% 195.40%
348 349	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central Central	MidWest MidWest	Brian Kelley Carole Vierling	Brian Kelley Carole Vierling	Mark Rouse Mike Elam	1035482 1520191	P2187097 1520191	120,001 134,979	485,808 547,742	230,000 380,108	52.17% 35.51%
350 351	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidWest MidWest	Jimmy Sams Kathi Norrington	Jimmy Sams Kathi Norrington	Kevin Noel Carol Rudofski	1513602 1532227	js142833 1532227	83,175 170,031	489,939 452,420	215,003 228,462	38.69% 74.42%
352 353	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidWest MidWest	Kathy Guetersloh Melissa Kommer	Kathy Guetersloh Melissa Kommer	Carol Rudofski Carol Rudofski	1520462 1534755	mk43760	139,869 88,247	453,528 484,461	224,424 228,462	62.32% 38.63%
354 355	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidWest MidWest	Michael Hemmett Sadie Worthing	Michael Hemmett Sadie Worthing	Mark Rouse Bob Marr	1085177 1511759	P2161207 1511759	357,849 164,287	648,782 564,075	312,500 265,500	114.51% 61.88%
356 357	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidWest MidWest	Sherry Norvell Tom Ruesch	Sherry Norvell Tom Ruesch	Mike Pieper Bonnie Gallagher	1509195 1518816	1509195	317,280 354,865	645,579 585,511	284,580 298,500	111.49% 118.88%
358 359	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	MidWest Texas	Victor Everett Abraham Herndon	Victor Everett Abraham Herndon	Lori Brown Raymond May	1238667 6019950	P2342675 P2729512	314,430 203,030	460,161 600,112	144,394 350,000	217.76% 58.01%
360 361	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	Texas Texas	Alejandro Cardenas Amy Villarreal	Alejandro Cardenas Amy Villarreal	Sally Martinez Michael Keesee	1175672 1176563	P2193626 P2200793	355,847 385,525	629,340 606,913	298,295 243,000	119.29% 158.65%
362 363	2018 06	AE \$450 - \$699 AE \$450 - \$699	Central	Texas Texas	Bernadette Garza Dana DeLuna	Bernadette Garza Dana DeLuna	Michael Keesee Sally Martinez	1115009 1151450	e105021	300,568 203,238	616,115 535,317	270,000 300,000	111.32% 67.75%
364 365		AE \$450 - \$699 AE \$450 - \$699		Texas Texas	Daniel Coleman Deanna DeKay	Daniel Coleman Deanna DeKay	Michael Keesee Nathan McCray	1116158 1085004	e106272 2166895	224,386 141,612	665,424 600,000	299,579 350,975	74.90% 40.35%
366 367		AE \$450 - \$699 AE \$450 - \$699		Texas Texas	Geneva Duncan Gregory Alvarado	Geneva Duncan Gregory Alvarado	Nathan McCray Steven Brooks	6016220 1234435	Ginny.du E248459	368,291 181,248	584,999 504,635	303,550 200,000	121.33% 90.62%
368 369		AE \$450 - \$699 AE \$450 - \$699		Texas Texas	Hilda Duron Katherine Bourgeois	Hilda Duron Katherine Bourgeois	Sally Martinez Sean Lervaag	1137800 6037075	P2155621 P2765725	319,659 301,724	540,160 525,000	298,295 250,000	107.16% 120.69%
370 371		AE \$450 - \$699 AE \$450 - \$699		Texas Texas	Lita Box Robert Cooperman	Lita Box Robert Cooperman	Sean Lervaag Sean Lervaag	1221620 1164816	E233297	351,096 380,749	481,489 637,513	280,000 400,000	125.39% 95.19%
372 373		AE \$450 - \$699 AE \$450 - \$699		Texas Texas	Shannon Kimball Wes Chatfield	Shannon Kimball Wes Chatfield	Nathan McCray Steven Brooks	6017129 1101694		61,286 238,059	474,995 596,411	155,550 350,000	39.40% 68.02%
374 375		AE \$450 - \$699 AE \$450 - \$699	Central Northeast	Texas New York	Whitney Paul Smith Jason Dennis	Whitney Paul Smith Jason Dennis	Matt Ellis Jaime Morrison	1178212 1150972	P2179054	923,546 160,781	682,631 469,523	300,000 300,000	307.85% 53.59%
376 377			Northeast Northeast	New York New York	Jeffrey Ginsberg Robert Commentucci	Jeffrey Ginsberg Robert Commentucci	Staten Island LSM Derek Benedict	1006735 1228505		168,597 307,954	593,696 619,047	350,000 300,000	48.17% 102.65%
378 379		AE \$450 - \$699 AE \$450 - \$699	Northeast Northeast	Ohio Ohio	Amy Ross Brynn Doherty	Amy Ross Brynn Doherty	Karen Pope Christine Smith	1236800 6045097	E251227	275,466 173,559	640,243 606,221	450,000	61.21%
380 381			Northeast Northeast	Ohio Ohio	Dale Otto Gary Kepler	Dale Otto Gary Kepler	Dino Gerdeman Jim Post	6023192 1187024	P2735423 P2194753	180,328 320,937	459,977 534.143	279,000 425,000	64.63% 75.51%
382 383			Northeast Northeast	Ohio Ohio	Jessica Kirkwood Joseph Seither	Jessica Kirkwood Joseph Seither	Annie Keith Jim Post	1152480 1188577	P2161062	346,032 339,488	602,862 680,606	328,601 425,000	105.30% 79.88%
384 385	2018 06	AE \$450 - \$699	Northeast Northeast	Ohio Ohio	Julie Orick Kara Riccardi	Julie Orick Kara Riccardi	Jim Post Annie Keith	1231767 1225433	P2279938 P2159929	314,558 377,714	504,811 584,854	225,000 396,445	139.80% 95.28%
386 387	2018 06	AE \$450 - \$699	Northeast Northeast	Ohio Ohio	Mary Jo Mastorides Sara McMullen	Mary Jo Mastorides Sara McMullen	Mark Chastain Brenda Jasper	1210418 1053444	P2174113 E020738	394,782 220,915	681,356 530,704	531,232 313,853	74.31% 70.39%
388 389		AE \$450 - \$699		Ohio Upstate NY / ME	Taylor Booth Barry Defilipp	Taylor Booth Barry Defilipp	Dino Gerdeman Doug Foerster	1219128 1123733	P2168681 e115102/	339,000 224,654	594,553 695,773	334,000 330,663	101.50% 67.94%
390 391	2018 06	AE \$450 - \$699	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Benjamin Collins Daisy Dawson	Benjamin Collins Daisy Dawson	Nick Darling Erin Duffy	1236763 6008820	2331214 p2700964	177,926 118.905	532,214 507.197	375,000 164,000	47.45% 72.50%
392 393	2018 06	AE \$450 - \$699	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Danette Endress Hilary Woods	Danette Endress Hilary Woods	Ron Nagy Laura Whittinghill	1007059 1201959	P2147246 P214644	448,590 302,808	667,830 639,734	480,000 430,000	93.46% 70.42%
394 395	2018 06	AE \$450 - \$699	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Jackie Easterling Jessica Berkman	Jackie Easterling Jessica Berkman	Bonita Elias Jennifer Loonan	1097980 1008466	P2183603	216,199 171,710	552,233 481,541	275,000 320,000	78.62% 53.66%
396 397	2018 06	AE \$450 - \$699	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Jessica Gilbert Kimberly Fortune	Jessica Gilbert Kimberly Fortune	Laura Whittinghill Tracy Cramer	1206750 1078882	P2191608 P2198642	299,441 227,442	619,379 500,204	432,000 250,000	69.32% 90.98%
398 399	2018 06	AE \$450 - \$699	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Mary Kirch Melissa Meyer	Mary Kirch Melissa Meyer	Jennifer Loonan Ron Nagy	1073303 1061769	E055765 P2199641	433,718 408,689	688,508 667,101	472,000 594,000	91.89% 68.80%
400 401	2018 06	AE \$450 - \$699	Northeast Northeast	Upstate NY / ME	Michael Benjamin Mike DeMichele	Michael Benjamin Mike DeMichele	Nick Darling Doug Foerster	1223710 1001912	p2167637 P2177443	339,297 288.595	612,291 657,014	500,000 454,000	67.86% 63.57%
402 403	2018 06		Northeast	Upstate NY / ME Carolinas	Paula Hilinski David Hall	Paula Hilinski David Hall AE	Bonita Elias Stephanie Collins	1097934 1200493	P2175388	250,529 156,558	591,182 466,744	360,000 420,000	69.59% 37.28%
404 405	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Carolinas Carolinas	Debbie Gloria Debbie Hannaford	Debbie Gloria Debbie Hannaford	Stephanie Collins Teresa Vause	1014856 1146367	p2148603 P2148667	188,432 166,265	569,960 450,913	460,000 226,000	40.96% 73.57%
406 407	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Carolinas Carolinas	Donna Tritt Emily Sabo	Donna Tritt Emily Sabo	Donna Hammett  Dwight Ardoin	1523514 6013011	1523514 P2711754	214,455 147,298	597,398 483,659	307,454 205,600	69.75% 71.64%
408 409	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Carolinas Carolinas	Jennipher Swanner Kimberly Perry	Jennipher Swanner Kimberly Perry	Rob Padgett Summer Hamdan	1014613 1219101	E001481 e230416	210,671 143,966	590,985 480,713	350,000 275,000	60.19% 52.35%
410 411	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Carolinas Carolinas	Kristi Tucker Linda Allen	Kristi Tucker linda allen	Summer Hamdan Dwight Ardoin	1136057 1508349	P2195316 1508349	314,818 234,351	689,037 504,428	400,000 298,683	78.70% 78.46%
412 413	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Carolinas Carolinas	Mandi Thompson Mary Smith	Mandi Thompson Mary Smith	Teresa Vause Dody Yarborough	1161244 1145280	E161815 P2174085	362,871 83,863	600,803 651,059	326,000 284,000	111.31% 29.53%
414 415	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Carolinas Carolinas	Maryeleanor Hart Randall Omer Tomlinson	Maryeleanor Hart Randall Omer Tomlinson	Rob Padgett Jody Walker Little	1095124 1509966	otomlins	267,446 108,928	484,652 607,515	320,000 200,000	83.58% 54.46%
416 417	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Carolinas	Stephanie Rose Isel Hardwick	Stephanie Rose Isel Hardwick	Darryl Heller Kimberly Winters	1517010 6020471	sr240467 P2730444	67,600 233,292	602,575 557,302	377,512 490,000	17.91% 47.61%
418 419	2018 06 2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Florida Florida	Stacey McPherson Stacy Sercus	Stacey McPherson Stacy Sercus	Nick Puddicombe Kimberly Winters	6016174 6020984	P2720003 p2731376	313,025 424,593	661,124 685,407	345,000 355,000	90.73% 119.60%
420 421	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Florida Florida	Sylvia Ducote Tara Foreman	Sylvia Ducote Tara Foreman	Nick Puddicombe Tom Sweat	6021994 1501992	P2733342 P2160402	564,363 506,624	461,423 678,998	344,300 415,280	163.92% 122.00%
422 423	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Southeast Southeast	Allen Arnold Barry Wilson	Allen Arnold Barry Wilson	John Payne Jeff Fritz	6026259 1514674	P2742331 barry.wi	185,901 119,412	565,343 478,741	294,000 300,000	63.23% 39.80%
424 425	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Southeast Southeast	Beau Moore Brandy Musick	Beau Moore Brandy Musick	Gene Hardy John Moore	1166670 1526685	P2159184 22447290	119,000 153,505	690,928 691,860	260,000 605,000	45.77% 25.37%
426 427	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Southeast Southeast	Brett Robison Charles Measel	Brett Robison Charles Measel	Scott Reed Scott Reed	1535038 1026702	P2297581	170,834 137,291	651,109 660,000	240,000 225,000	71.18% 61.02%
428 429	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Southeast Southeast	David Mark Drake Evie White	David Mark Drake Evie White	John Moore Chris Munson	1514361 1517743	1517743	302,857 234,261	586,490 586,749	340,000 510,000	89.08% 45.93%
430 431	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Southeast Southeast	Heather Brown Jeffrey Dwyane Melton	Heather Brown Jeffrey Dwyane Melton	Brian McDowall Scott Reed	1514130 1513151	1514130 jm132012	160,407 102,621	550,537 521,552	325,000 260,000	49.36% 39.47%
432 433	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Southeast Southeast	Kenneth Pierce Lori Matlock	Kenneth Pierce Lori Matlock	Brian McDowall Kevin Kee	1510300 1535451	1510300 LM441994	325,914 89,532	567,239 503,671	340,000 300,000	95.86% 29.84%
434 435	2018 06	AE \$450 - \$699 AE \$450 - \$699	South	Southeast Southeast	Rich Chandler Thomas LaGuardia	Rich Chandler Thomas LaGuardia	George Robbins John Payne	1166307 1518631	1518631	112,136 219,532	694,907 588,851	155,000 386,000	72.35% 56.87%
436 437	2018 06	AE \$450 - \$699 AE \$450 - \$699	West	LA LA	Anna-Marie Frost Barnaby Hitzig	Anna-Marie Frost Barnaby Hitzig	Derek Eggers Eugenia Mazzapica	1119531 1197929	P1119351 p2163693	446,711 292,629	688,525 692,674	375,000 453,600	119.12% 64.51%
438 439	2018 06	AE \$450 - \$699 AE \$450 - \$699	West	LA LA	Bill French Bonnie Williams	Bill French Bonnie Williams	Jason Shaffer Lance Lowrie	1102922 1105172	E093176	526,089 451,747	635,525 640,487	264,600 387,450	198.82% 116.59%
440 441	2018 06	AE \$450 - \$699 AE \$450 - \$699	West	LA LA	Deborah Martinez Gina Tyrrell	Deborah Martinez Gina Tyrrell	John Krenzer Eugenia Mazzapica	1104954 1217410	P2155747 P2157361	138,684 293,147	570,383 622,452	316,070 388,024	43.88% 75.55%
441 442 443	2018 06	AE \$450 - \$699 AE \$450 - \$699	West	LA LA	Jaime Portillo Jamie Harris	Jaime Portillo Jamie Harris	Lance Lowrie Joshua Stratton	1130925 1233825	P2157361 P2151157 P2308682	153,088 322,087	622,432 698,965 503,074	403,200 306,274	75.55% 37.97% 105.16%
444 445	2018 06	AE \$450 - \$699 AE \$450 - \$699	West	LA LA	Leslie Moguel Meghan Garvey	Leslie Moguel Meghan Garvey	Lance Lowrie  Lance Lowrie	1233825 6009425 1127002	E702655	291,931 234,456	503,074 651,781 696,988	306,274 390,600 346,500	74.74% 67.66%
445 446 447	2018 06	AE \$450 - \$699 AE \$450 - \$699	West	LA LA Mountain States	Tami Arrieta Angela Costopoulos	Tami Arrieta Angela Costopoulos	Mike Jaffe Todd Andrews	1102444 1521494	p2171249	71,816 199,542	495,595 551,842	275,000 350,000	26.11% 57.01%
447 448 449	2018 06	AE \$450 - \$699 AE \$450 - \$699	West	Mountain States  Mountain States  Mountain States	Angela Costopoulos  Angela Wetzel  Dawn King	Angela Costopoulos  Angela Wetzel  Dawn King	Raymond May Grant Linnen	1521494 1526648 1528401	E674746 E674753	199,542 385,535 241,281	551,842 555,040 665,677	310,000 310,000 375,000	57.01% 124.37% 64.34%
449 450 451	2018 06	AE \$450 - \$699 AE \$450 - \$699	West	Mountain States  Mountain States  Mountain States	Heather Hayes Jerrod Lindblom	Heather Hayes Jerrod Lindblom	Todd Andrews Grant Linnen	1528401 1515252 1534272	1896659 1534272	241,281 161,414 188,489	602,757 486.887	375,000 315,000 290,000	51.24% 55.00%
452 453	2018 06	AE \$450 - \$699 AE \$450 - \$699	West	Mountain States  Mountain States  Mountain States	Jolie Grant Joyce Davison	Jolie Grant Joyce Davison	Grant Linnen  Marcelle Jones	1514677 1521047	1534272	347,662 271,029	597,045 617,339	350,000 350,000	99.33% 77.44%
454 455	2018 06	AE \$450 - \$699 AE \$450 - \$699	West	Mountain States  Mountain States  Mountain States	Julie Thomason Keely Hays	Julie Thomason Keely Hays	Marcelle Jones Marcelle Jones	1521047 1528822 1520904	E674758 1520904	271,029 276,062 264,293	501,424 592,162	280,000 300,000	98.59% 88.10%
456 457	2018 06	AE \$450 - \$699 AE \$450 - \$699	West	Mountain States  Mountain States  Mountain States	Laura Taylor Laurie Evans	Laura Taylor Laurie Evans	Heath Corley Heath Corley	6027430 1521048	P2744674 2700305	204,230 214,381	592,162 508,014 550,642	315,000 325,000	64.83% 65.96%
457	2010 00	3450 - 3699	**CSL	.nounum states	and the second	Evens	com correy	2221040	2,00303	214,381	330,042	323,000	05.90%

Count BI Y	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 Fit	rst Look Budget Goal % FY Rev vs	First Look Goal
458 459	2018 06 2018 06	AE \$450 - \$69 AE \$450 - \$69	West	Mountain States Pacific States	Lindsay Wise Abe Montejano	Lindsay Wise Abe Montejano	Todd Andrews Sherry Santana	1533427 1529396	1533427 amonteja	416,662 122,754	652,242 607,793	350,000 500,000	119.05% 24.55%
460 461	2018 06 2018 06	AE \$450 - \$69 AE \$450 - \$69	West	Pacific States Pacific States	Angela Lynch Brian Solwick	Angela Lynch Brian Solwick	Jeff McGowan Jeff McGowan	1530447 6001715	P2051745	140,616 265,360	631,223 498,259	310,000 250,000	45.36% 106.14%
462 463	2018 06 2018 06	AE \$450 - \$699 AE \$450 - \$699	West	Pacific States Pacific States	Carol Rice Grant Brostrom	Carol Rice Grant Brostrom	Donald Stone Christine Lyles Smith	1500843 1529992	E674763	103,857 286,626	660,698 683,247	280,000 315,000	37.09% 90.99%
464 465	2018 06 2018 06 2018 06	AE \$450 - \$699 AE \$450 - \$699	West	Pacific States Pacific States Pacific States	Ina Wilson Jeremy Bakke	Ina Wilson Jeremy Bakke	Sherry Santana Amber Aguirre	1521779 6017047	ina.wils p2722134	143,319 338,966	560,661 552,703	325,000 325,000 353,327	90.99% 44.10% 95.94%
466	2018 06	AE \$450 - \$69	West	Pacific States	Lisa Hovey	Lisa Hovey	Kendall Char	1239786	p2/22134	316,617	553,120	80,000	395.77%
467 468	2018 06 2018 06	AE \$450 - \$69	West	Pacific States Pacific States	Mario Martinez Theresa Zwan	Mario Martinez Theresa Zwan	Donald Stone Amber Aguirre	1502889 1527859	E674751	146,409 284,071	499,625 641,703	285,000 344,829	51.37% 82.38%
469 470	2018 06 2018 06	AE \$450 - \$69		Pacific States Pacific States	Tim Doan Todd Sims	Tim Doan Todd Sims	Jason Mitchell Jeff McGowan	1511789 6035734	858662 P2762655	167,813 117,303	597,874 608,933	350,000 375,000	47.95% 31.28%
471 472	2018 06 2018 06	AE \$700 - \$99		MidNorth MidNorth	Becky Baker Cassie Van Brocklin	Becky Baker Cassie Van Brocklin	Paul Sweet Kristen Hall	1511308 1512187	RB515125 1024801	379,294 726,548	849,542 806,000	395,819 400,000	95.83% 181.64%
473 474	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99		MidNorth MidNorth	Jennifer Tragas Melissa Schumacher	Jennifer Tragas Melissa Schumacher	Paul Sweet Jason Bjorson	1515566 1054037	1515566 P2760142	232,349 217,525	716,859 716,361	445,928 176,589	52.10% 123.18%
475 476	2018 06 2018 06	AE \$700 - \$99	Central	MidNorth MidNorth	Miriam Share Scott Callahan	Miriam Share Scott Callahan	Paul Sweet Todd McNally	1521993 1516078	2745918 2241548	178,111 435,994	720,331 813,000	342,131 400,000	52.06% 109.00%
477 478	2018 06	AE \$700 - \$99	Central	MidNorth MidNorth	Shannon Olson	Shannon Olson	Terri Hoepner	1524333	2928489	291,485	717,646	341,522	85.35%
479	2018 06 2018 06	AE \$700 - \$99	Central	MidNorth	Sheryl Kahlert Stacey Gleason	Sheryl Kahlert Stacey Gleason	Bill Van Koevering Steve Houselander	1509011 1180992	skahlert P2192721	508,406 407,438	705,600 863,000	460,000 428,605	110.52% 95.06%
480 481	2018 06 2018 06	AE \$700 - \$99		MidWest MidWest	Ben Fisher Brad Ronspies	Ben Fisher Brad Ronspies	Mike Elam Mark Rouse	1517116 1035581	1517116 P2157448	442,265 472,498	857,433 878,481	464,577 425,000	95.20% 111.18%
482 483	2018 06 2018 06	AE \$700 - \$99		MidWest MidWest	Christine LaValle David Breetzke	Christine LaValle David Breetzke	Mike Pieper Mark Rouse	1528705 1035291	1528705 P2145856	450,507 443,779	758,200 994,661	379,440 480,227	118.73% 92.41%
484 485	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	Central	MidWest MidWest	Jeramie Swanson Linda Gilchrist	Jeramie Swanson Linda Gilchrist	Mark Rouse Lori Brown	1035471 6037745	E001444 E767267	237,030 127,209	785,657 749,601	398,000 360,000	59.56% 35.34%
486 487	2018 06 2018 06	AE \$700 - \$99	Central	MidWest Texas	Matt Cannella Amanda Crawford	Matt Cannella Amanda Crawford	Bonnie Gallagher Raymond May	1517837 1191333	MC247717 p2177624	566,463 322,269	832,422 922,320	298,500 350,000	189.77% 92.08%
488	2018 06	AE \$700 - \$99	Central	Texas	Javier Ramos	Javier Ramos	Kristine Gomez	6021405	E732395	335,408	970,911	365,000	91.89%
489 490	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	Central	Texas Texas	Jeanne DeMarco John Fraser	Jeanne DeMarco John Fraser	Steven Brooks John Pedevilla	1101818 6027976	P2196103 E745877	481,994 492,909	898,214 847,271	475,000 500,000	101.47% 98.58%
491 492	2018 06 2018 06	AE \$700 - \$99	Central	Texas Texas	Lisa Cooper	Lisa Cooper	Sally Martinez Michael Keesee	1078121 1160081	E061672 E160385	242,784 355,377	740,201 730,097	400,000 410,000	60.70% 86.68%
493 494	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99		Texas Texas	Mark Manning Micall Phillips	Mark Manning Micall Phillips	Nathan McCray John Pedevilla	1029582 1222492	e234349	149,728 302,399	842,700 966,265	400,968 420,000	37.34% 72.00%
495 496	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99		Texas Texas	Natalie Roe Nelson Rios	Natalie Roe Nelson (Alex) Rios	Kristine Gomez Sean Lervaag	6009298 1235708	P2702316 E249948	570,440 580,613	868,339 958,125	245,000 455,000	232.83% 127.61%
497 498	2018 06 2018 06	AE \$700 - \$99	Northeast Northeast	New York New York	Gianna Franco Noelia Santelli	Gianna Franco Noelia Santelli	Derek Benedict Jaime Morrison	1003364 1223058	P2152384 P2174585	626,418 357,154	892,019 765,308	600,000 500,000	104.40% 71.43%
499 500	2018 06 2018 06	AE \$700 - \$99	Northeast Northeast	Ohio Ohio	David Whitehead Deborah Smith	David Whitehead  Deborah Smith	Ron Stricker Dino Gerdeman	1083019 1140264	e067989 P2176146	238,930 393,971	895,193 847,731	475,000 427,000	50.30% 92.26%
501	2018 06	AE \$700 - \$99	Northeast	Ohio	Deena Kern	Deena Kern	Dino Gerdeman	1140267	E135623	354,027	927,892	445,000	79.56%
502 503	2018 06 2018 06	AE \$700 - \$99	Northeast Northeast	Ohio Ohio	John Renda	John Renda	Ron Stricker Mark Chastain	1134652 1020247	E128213 P2206160	593,084 280,613	783,182 983,440	700,000 468,959	84.73% 59.84%
504 505	2018 06 2018 06	AE \$700 - \$99	Northeast Northeast	Ohio Ohio	Jon Ruben Josh Watson	Jon Ruben Josh Watson	Kerry Collins Kerry Collins	1065871 1232524	E046002	114,008 129,559	966,531 878,672	325,000 350,000	35.08% 37.02%
506 507	2018 06 2018 06	AE \$700 - \$99	Northeast Northeast	Ohio Ohio	Michelle Novotny Monica Arnold	Michelle Novotny Monica Arnold	Mark Chastain Janey Ames	1135339 1204941	E129163 P2167396	379,369 256,643	900,184 769,161	474,878 435,000	79.89% 59.00%
508 509	2018 06 2018 06	AE \$700 - \$99	Northeast Northeast	Ohio Upstate NY / ME	Tara Melowic Amanda Barnes	Tara Melowic Amanda Barnes	Jim Post Nick Darling	1141662 6023975	E774494 e737684	311,230 389,146	944,538 770,468	600,000 535,000	51.87% 72.74%
510 511	2018 06 2018 06 2018 06	AE \$700 - \$99	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Gerard Pacifici Gregory Franzone	Gerard Pacifici Gregory Franzone	Jennifer Loonan Tracy Cramer	1123761 6027672	P2183435 6027672	446,027 661,510	990,293 852,842	750,000 631,000	59.47% 104.84%
512	2018 06	AE \$700 - \$99	Northeast	Upstate NY / ME	Jill Doser	Jill Doser	Natasha Polito	1003166	E702641	355,186	773,471	385,000	92.26%
513 514	2018 06 2018 06	AE \$700 - \$99	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Kathy Chilson Lauri Mee	Kathy Chilson Lauri Mee	Ron Nagy Nick Darling	1175962 1003685	P2199666 E010389	176,292 55,009	899,462 852,797	278,000 450,000	63.41% 12.22%
515 516	2018 06 2018 06	AE \$700 - \$99	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Lynne Spugnardi Matthew Coleman	Lynne Spugnardi Matthew Coleman	Doug Foerster Bill Bagley	6038125 1083975	E767771/ e771508	592,038 378,822	814,850 748,050	630,000 410,000	93.97% 92.40%
517 518	2018 06 2018 06		Northeast Northeast	Upstate NY / ME Upstate NY / ME	Matthew Walters Nichole French	Matthew Walters Nichole French	Bonita Elias Tara MacDonald	1217697 1227426	P2147572 P2153067	316,364 134,118	886,037 811,921	375,000 427,775	84.36% 31.35%
519 520	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	Northeast South	Upstate NY / ME Carolinas	Shea DeLola Andrew Hatfield-O'Hern	Shea DeLola Andrew Hatfield-O'Hern	Natasha Polito Emily Zalacca	1191340	E197702	13,897 549,566	782,890	600,000	91.59%
521 522	2018 06 2018 06	AE \$700 - \$99		Carolinas Carolinas	Becky Hovorka Chad Suggs	Becky Hovorka Chad Suggs	Rob Padgett Darryl Heller	1042841 1523983	P2199699 2913226	479,679 157,714	819,760 775.357	400,000 475.618	119.92% 33.16%
523 524	2018 06 2018 06	AE \$700 - \$99	South	Carolinas Carolinas	Corey Peters Baysden Craig Kuckens	Corey Peters Baysden Craig Kuckens	Summer Hamdan Darryl Heller	1138609 1515031		318,905 240,912	853,387 746,266	725,000 409,207	43.99% 58.87%
525	2018 06	AE \$700 - \$99	South	Carolinas	Donald West	Donald West	Emily Zalacca	1226801	Craig.Ku	257,881	850,439	300,000	85.96%
526 527	2018 06 2018 06	AE \$700 - \$99	South	Carolinas Carolinas	Donna Treadway Emily Moore	Donna Treadway Emily Moore	Donna Hammett David McGee	1512308 1188145	1050542	295,778 301,696	700,642 902,530	543,516 380,000	54.42% 79.39%
528 529	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	South	Carolinas Carolinas	Gary Wilson Jeff Fries	Gary Wilson Jeff Fries	Stephanie Collins Donna Hammett	1071279 1513021	1513021	75,876 188,670	815,332 799,460	590,000 268,677	12.86% 70.22%
530 531	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99		Carolinas Carolinas	Karim Ata Laurel Corley	Karim Ata Laurel Corley	Rob Padgett Dody Yarborough	1173398 1170111	e176197 P2169982	772,340 145,733	994,667 930,319	750,000 346,000	102.98% 42.12%
532 533	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99		Carolinas Carolinas	Lisa Field Marodith Hamrick	Lisa Field Marodith Hamrick	Dody Yarborough Teresa Vause	6014294 1015233	e004784	330,969 263,245	862,369 793,207	366,000 321,000	90.43% 82.01%
534 535	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	South	Carolinas Carolinas	Melissa Root Patrick Blalock	Melissa Root Patrick Blalock	Matt Livoti Jody Walker Little	1149469 1527553	E147420 1527553	196,975 488,959	860,879 837,261	400,000 300,000	49.24% 162.99%
536	2018 06	AE \$700 - \$99	South	Carolinas	Rachel Butler	Rachel Butler	Roy Costner	1517525	RB244472	287,773	829,267	401,650	71.65%
537 538	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	South	Carolinas Florida	Sally Peeples Annette Bilyeu	Sally Peeples Annette Bilyeu	John Fennessy	1015540 1504208	P2190686 p2151045	118,483 312,518	902,492 949,346	340,000 600,000	34.85% 52.09%
539 540	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99		Florida Florida	Ariel Turner Catalina Botero	Ariel Turner Catalina Botero	Norm Pytel John Fennessy	6009659 1501812	P2702899 p2277380	776,250 463,683	700,302 751,027	548,000 502,000	141.65% 92.37%
541 542	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99		Florida Florida	Cathie Rock Jennifer Makal	Cathie Rock Jennifer Makal	Norm Pytel Nick Puddicombe	1503047 1503095	P2149314	599,776 270.098	854,935 719.510	550,200 469,000	109.01% 57.59%
543 544	2018 06 2018 06	AE \$700 - \$99		Florida Florida	Kelly Byrnes Kim Colarusso	Kelly Byrnes Kim Colarusso	John Fennessy John Fennessy	6010806 6000901	P2706440 p2346038	705,716 914,144	973,496 900,568	581,000 700,000	121.47% 130.59%
545	2018 06	AE \$700 - \$99	South	Florida	Kip DeKalb	Kip Dekalb	Chris Kelley	6030171	P2750704	276,820	864,243	867,305	31.92%
546 547	2018 06 2018 06	AE \$700 - \$999 AE \$700 - \$999	South	Florida Florida	Lisa Jones Matthew Bailey	Lisa Jones Matthew Bailey	John Fennessy	1505807 6008203	2161893 P2356231	461,165 426,847	710,566 783,173	763,960 444,976	60.37% 95.93%
548 549	2018 06 2018 06	AE \$700 - \$99	South	Florida Florida	Neil Frandsen Ray Mooney	Neil Frandsen Ray Mooney	Kimberly Winters Tom Sweat	1503312 1504544	P2173863 p2186696	622,470 740,969	802,957 931,247	530,000 705,491	117.45% 105.03%
550 551	2018 06 2018 06	AE \$700 - \$99		Florida Florida	Roy Tuttle Silvia Huber	Roy Tuttle Silvia Huber	Kimberly Winters Tom Sweat	1022858 6021662		487,052 1,153,108	953,119 876,942	960,000 678,521	50.73% 169.94%
552 553	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99		Florida Florida	Susan Elias Tina Myers	Susan Elias Tina Myers	Gary Tietjen Norm Pytel	1536809 1503227	P2327247	234,356 896,049	840,282 929,469	335,000 798,000	69.96% 112.29%
554 555	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	South	Southeast Southeast	Andrea Davis Cathy Hrbek	Andrea Davis Cathy Hrbek	Gene Hardy Scott Reed	1166672 1044815	P2163173 1044815	395,698 76,518	790,585 944,647	450,000 785,000	87.93% 9.75%
556 557	2018 06 2018 06	AE \$700 - \$99	South	Southeast Southeast	Christopher Weaver Jennifer Tingle	Christopher Weaver Jennifer Tingle	Todd Livingston George Robbins	1511601 1166293	chris.we P2193461	82,918 548.886	718,928 992,772	325,000 450,000	25.51% 121.97%
558	2018 06	AE \$700 - \$99	South	Southeast	Jessica Davis	Jessica Davis	Mitch Fain		p2165485	18,118			
559 560	2018 06 2018 06	AE \$700 - \$999 AE \$700 - \$999	South	Southeast Southeast	Larry Glenn Ingram Michael Koehler	Larry Glenn Ingram Michael Koehler	John Moore Scott Reed	1511596 1522856	E674728	556,457 106,258	956,124 797,920	700,000 535,000	79.49% 19.86%
561 562	2018 06 2018 06	AE \$700 - \$999 AE \$700 - \$999	South	Southeast Southeast	Randy Jinks Sarah Carter	Randy Jinks Sarah Carter	Kevin Anderson Kevin Anderson	1516240 1518824	1518824	310,318 388,424	862,843 767,079	680,000 200,000	45.63% 194.21%
563 564	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	West	Southeast LA	Sarah Ory-Hyche Angel Fernandez	Sarah Ory-Hyche Angel Fernandez	Kevin Anderson Joshua Stratton	1520219 1179518	P2185103	163,627 691,157	732,511 817,022	300,000 522,891	54.54% 132.18%
565 566	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99		LA LA	Bonnie Droubay Denise Boyd	Bonnie Droubay Denise Boyd	John Krenzer Lance Lowrie	1037532 1103039	E091335	410,075 753,684	789,652 779,958	443,147 472,500	92.54% 159.51%
567 568	2018 06 2018 06	AE \$700 - \$99	West	LA LA	Jeannine Selby Jill Boyd	Jeannine Selby Jill Boyd	Derek Eggers Joshua Stratton	1038353 1104975	P2169247 E088806	576,878 513,321	850,886 903,507	375,000 551,250	153.83% 93.12%
569 570	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	West	LA LA	Joe August Ken Sorensen	Joe August Ken Sorensen	John Krenzer Derek Eggers	1103464 1174730	P2149013 P2203683	425,606 380,919	720,774 799,869	397,138 400,000	107.17% 95.23%
571 572	2018 06 2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	West	LA LA	Lynn Barclay Patricia Calderazzo	Lynn Barclay Patricia Calderazzo	Michelle Beauchamp  Derek Eggers	6038120 1118095	p2767766	181,666 284.630	726,833 815.966	369,838 475,000	49.12% 59.92%
573	2018 06	AE \$700 - \$99	West	LA	Ronnie Jones	Ronnie Jones	Mike Jaffe	1205326	P2151085	674,993	995,916	575,000	117.39%
574 575	2018 06 2018 06	AE \$700 - \$99	West	LA LA	Samuel Demers Sara Allegro	Samuel Demers Sara Allegro Shorred Melson Cieffs	Helene Juceam Eugenia Mazzapica	1216369 6014439	P2183776 P2715192	248,824 294,358	885,064 814,660	452,970 494,550	54.93% 59.52%
576 577	2018 06 2018 06	AE \$700 - \$99	West	LA LA	Sherryl Nelson-Cioffi Thach Nguyen	Sherryl Nelson-Cioffi Thach Nguyen	Mike Jaffe Lance Lowrie	1104897 6029043	P2195377 e748388	552,496 642,122	989,179 917,368	599,000 522,900	92.24% 122.80%
578 579	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	West	Mountain States Pacific States	Anna Pazderic Akili Jones	Anna Pazderic Akili Jones	Heath Corley Michael Garcia	1521046 1228435	2700303 2155214	361,467 104,051	732,843 750,045	410,000 90,000	88.16% 115.61%
580 581	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99		Pacific States Pacific States	Cary Harrison Chalea Jennings	Cary Harrison Chalea Jennings	Christine Lyles Smith Steve Frohrip	1530013 6032942	charriso P2756327	232,809 252,121	841,406 727,077	435,000 600,000	53.52% 42.02%
582 583	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	West	Pacific States Pacific States	Chuck Boulet Donna Pinto	Chuck Boulet Donna Pinto	Donald Stone Donald Stone	1045922 1502347	P2182775	207,197 478,963	874,470 908,071	655,000 152,124	31.63% 314.85%
584 585	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	West	Pacific States Pacific States	Kara Stoner Melissa Mitchell	Kara Stoner Melissa Mitchell	Michael Garcia Christine Lyles Smith	6025946 1530046	E741788 E674765	102,655 331,275	715,000 904,954	300,000 390,000	34.22% 84.94%
586	2018 06 2018 06	AE \$700 - \$99 AE \$700 - \$99	West	Pacific States Pacific States	Michael Stanley Mike Cushman	Michael Stanley Mike Cushman	Steve Frohrip Donald Stone	1520721 1057705	p2186754	503,462 435,430	771,088 723,332	600,000 470,000	83.91% 92.64%
587		AE \$700 - \$99 AE \$700 - \$99	West	Pacific States Pacific States Pacific States	Mitzi Coleman Traci Garvin	Mitzi Coleman Traci Garvin	Amber Aguirre Jason Mitchell	1511158 1522018	e674874 1522018	295,494 207,761	819,602 861,858	470,000 499,434 525,000	59.17% 39.57%
588	2018 06	nc   \$/00 - \$99!	Central	MidNorth	Andrew Harding	Andrew Harding	Joe DeBiak	1535211	P2299692	48,499	247,110	125,000	38.80%
588 589 590	2018 06 2018 06	AE < \$450			Andrew Philibeck	Andrew Philibeck Brandon Buske	Todd Wery	6024757	P2739212	157,404 74,682	373,881	304,320 102.340	51.72% 72.97%
588 589 590 591 592	2018 06 2018 06 2018 06 2018 06	AE < \$450 AE < \$450	Central Central	MidNorth MidNorth	Brandon Buske								
588 589 590 591 592 593 594	2018 06 2018 06 2018 06 2018 06 2018 06 2018 06	AE < \$450 AE < \$450 AE < \$450 AE < \$450	Central Central Central Central	MidNorth MidNorth MidNorth	Brandon Buske Calvin Clark Carrie Brown	Calvin Clark Carrie Brown	Todd McNally Kristen Hall	6027955 6026617	P2745654 p2743013	66,200 75,543	288,307 115,819	140,629 48,000	47.07% 157.38%
588 589 590 591 592 593	2018 06 2018 06 2018 06 2018 06 2018 06	AE < \$450 AE < \$450 AE < \$450	Central Central Central	MidNorth MidNorth	Brandon Buske Calvin Clark	Calvin Clark						140,629	
588 589 590 591 592 593 594 595	2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06	AE < \$450 AE < \$450 AE < \$450 AE < \$450 AE < \$450 AE < \$450	Central Central Central Central Central	MidNorth MidNorth MidNorth MidNorth	Brandon Buske Calvin Clark Carrie Brown Chase Hines Christine Klemmer Cory Oravec	Calvin Clark Carrie Brown Chase Hines Christine Klemmer Cory Oravec	Kristen Hall Bill Van Koevering Jan Letko Jan Letko	6026617 1530078	p2743013 Cmhines P2198894 P2261179	75,543 126,226 98,786 208,185	115,819 299,755 449,537 392,566	140,629 48,000 114,136	157.38% 110.59%
588 589 590 591 592 593 594 595 596 597 598	2018 06 2018 06	AE	Central	MidNorth	Brandon Buske Calvin Clark Carrie Brown Chase Hines Christine Klemmer Cory Oravec Daniel Bailey Deborah Burton	Calvin Clark Carrie Brown Chase Hines Christine Klemmer Cory Oravec Daniel Bailey Deborah Button	Kristen Hall Bill Van Koevering Jan Letko Jan Letko Kedron Thomas Tad Spading	6026617 1530078 1200515 1230631 6016096 1525631	p2743013 Cmhines P2198894 P2261179 P2719920	75,543 126,226 98,786 208,185 30,305 180,167	115,819 299,755 449,537 392,566 206,215 388,989	140,629 48,000 114,136 228,656 138,217 108,129 192,000	157.38% 110.59% 43.20% 150.62% 28.03% 93.84%
588 589 590 591 592 593 594 595 596 597 598 599 600	2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06 2018 06	AE	Central	MidNorth	Brandon Buske Calvin Clark Carrie Brown Chase Hines Christine Klemmer Cory Oravec Daniel Bailey Deborah Burton Eric Spencer Jeff Bangs	Calvin Clark Carrie Brown Chaise Hines Christine Klemmer Cony Oravec Daniel Bailey Deborali Butron Eric Spencer Jeff Bangs	Kristen Hall Bill Van Koevering Jan Letko Jan Letko Kedron Thomas Tad Spading Bill Van Koevering Peter Provost	6026617 1530078 1200515 1230631 6016096 1525631 1514528 1511273	p2743013 Cmhines P2198894 P2261179 P2719920 ES170140 503346	75,543 126,226 98,786 208,185 30,305 180,167 71,259 83,355	115,819 299,755 449,537 392,566 206,215 388,989 398,970 250,803	140,629 48,000 114,136 228,656 138,217 108,129 192,000 150,000 120,000	157.38% 110.59% 43.20% 150.62% 28.03% 93.84% 47.51% 69.46%
588 589 590 591 592 593 594 595 596 597 598 600 601 602 603	2018 06 2018 06	AE	Central	MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth MidNorth	Brandon Buske Carrie Brown Chase Hines Christine Klemmer Cory Orawec Deaniel Bailey Deborah Burton Eric Spencer Jeff Bangs Jeff Behing Jeff Thorn	Cabin Cark Carrie Brown Chae Hilms Christine Klemmer Cony Oravec Daniel Bailey Deborah Butron Eric Spencer Jeff Bangs Jeff Behling Jeff Thom	Kristen Hall Bill Van Koevering Jan Letko Jan Letko Jan Letko Kedron Thomas Tad Spading Bill Van Koevering Peter Provost Kedron Thomas Jason Bjorson	6026617 1530078 1200515 1230631 6016096 1525631 1514528 1511273 1524082 1089692	p2743013 Cmhines P2198894 P2261179 P2719920 E5170140 503346 2917462 1089692	75,543 126,226 98,786 208,185 30,305 180,167 71,259 83,355 173,646 202,855	115,819 299,755 449,537 392,566 206,215 388,989 388,970 250,803 338,590 364,889	140,629 48,000 114,136 228,656 138,217 108,129 192,000 150,000 120,000 145,896 179,580	157.38% 110.59% 43.20% 150.62% 28.03% 93.84% 47.51% 69.46% 119.02% 112.96%
5.88 5.89 5.90 5.91 5.92 5.93 5.94 5.95 5.96 5.97 5.98 6.00 6.01 6.02 6.03 6.04 6.05 5.88 5.99 6.00 6.00 6.00 6.00 6.00 6.00 6.00 6	2018 06 2018 06	AE < \$450	Central	MidNorth	Brandon Buske Clavin Clark Carrie Brown Chase Hines Cory Greec Cory Greec Daniel Bailey Deborah Burton Erris Spencer Jeff Bangs Jeff Behling John Landrum John Landrum John Landrum John Landrum	Cabin Cark Carrie Brown Chase Illines Chostine Stemmer Cony Oravec Dannel Salley Deborah Burton Eric Spencer Jeff Bangs Jeff Sekling Jeff Sekling John Landrum John Landrum John Landrum	Kristen Hall Bill Van Koevering Jan Letko Jan Letko Kedron Thomas Tad Spading Bill Van Koevering Peter Provost Kedron Thomas Jason Bjorson John Merchlewitz Ryan Krajewski	6026617 1530078 1200515 1230631 6016096 1525631 1514528 1511273 1524082 1089692 6008172 1531463	p2743013 Cmhines P219894 P2261179 P2719920 E5170140 503346 2917462 1089692 P2674679 4139064	75,543 126,226 98,786 208,185 30,305 180,167 71,259 83,355 173,646 202,855 80,413 186,733	115,819 299,755 449,537 392,566 206,215 388,989 398,970 250,803 338,590 364,889 220,000 384,019	140,529 48,000 114,136 228,556 138,217 108,129 192,000 150,000 145,286 179,580 75,000 167,758	157.38% 110.59% 43.20% 150.62% 28.03% 93.84% 47.51% 69.46% 119.02% 112.96% 107.22% 111.31%
5.88 5.89 5.90 5.91 5.92 5.93 5.94 5.95 5.96 5.97 5.98 6.00 6.01 6.02 6.03 6.04 6.05 6.05	2018 06 2018 06 2018 106	AE	Central	MidNorth	Brandon Buske Calvin Clark Carle Brown Chase Hines Christine Klemmer Christine Klemmer Christine Klemmer Deborah Buston Eric Spencer Jeff Bangs Jeff Bahling Jeff Bahling John Landrum John Landrum John Landrum John Fuller Jonsalyn Shaffer	Calvin Clark Carrie Brown Chase Hines Christine Klemmer Cory Oravec Daniel Bailey Deboral Butron Eric Spencer Jeff Bangs Jeff Bangs Jeff Bangs John Landrum John Landrum John Landrum John Landrum Jonari Fuller Josalyn Shaffer	Kristen Hall Bill Van Koevering Jan Letko Jan Letko Jan Letko Kedron Thomas Tad Spading Bill Van Koevering Peter Provost Kedron Thomas Jason Bjorson John Merchlewitz	6026617 1530078 1200515 1230631 6016096 1525631 1514528 1511273 1524082 1089692 6008172	p2743013 Cmhines P219894 P2261179 P2719920 E5170140 503346 2917462 1089692 P2674679	75,543 126,226 98,786 208,185 30,305 180,167 71,259 83,355 173,646 202,855 80,413 186,733 253,716 76,068	115,819 299,755 449,537 392,566 206,215 388,989 398,970 250,803 338,590 364,889 220,000	140,629 48,000 114,136 228,656 138,217 108,129 192,000 130,000 141,596 175,500 167,758 165,000 195,000	157.38% 43.20% 43.20% 150.62% 28.03% 93.84% 47.51% 69.46% 119.02% 112.96% 107.22% 111.31% 153.77% 38.97%
5.88   5.88   5.90   5.91   5.92   5.91   5.92   5.93   5.94   5.95   5.96   5.97   5.98   5.99   6.00   6.02   6.02   6.04   6.05   6.06   6.05   6.06   6.06   6.06   6.08   6.09   6.09	2018 06 2018 06	AE	Central	MidNorth	Brandon Buske Calvin Clark Carles Brown Chase Hines Christine Klemmer Christine Klemmer Daniel Balley Deborah Burton Eric Spencer Jeff Bangs Jeff Bahing Jeff Bahing John Landrum John Landrum John Landrum John Landrum John Sing Hiller Kara Finney Kart Finney Kart Finney Kart Finney Karb Finney Keth Oppuis	Calvin Cark Carrie Brown Chase Hines Christine Klemmer Cory Ozwace Daniel Bailey Deboral Butron Eric Spencer Jeff Bangs Jeff Thoma Jeff Berling Jeff Thoma Jeff Th	Kristen Hall Bill Van Koevering Jan Letko Jan Letko Han Letko Tad Spading Bill Van Koevering Peter Provot Kedron Thomas Ted Spading Bill Van Koevering Peter Provot Kedron Thomas Jason Bjorson John Merchlewitz Ryan Krajewski Kristen Hall Jason Bjorson Joe Dessmer	6026617 1530078 1200515 1230631 6016096 1525631 1514528 1511273 1524082 1089692 6008172 1531463 6000769 1512411	p.2743013 Cmhines P.2198894 P.2261179 P.2719920 ESI70140 503346 2917462 1089692 P.2574679 4139064 P.234689	75,543 126,226 98,786 208,185 30,305 180,167 77,259 83,355 173,646 202,855 80,413 186,733 253,716 76,068 28,390 80,493	115.819 299,755 449,537 392,566 206,215 388,959 398,970 250,803 338,599 394,889 220,000 384,019 345,000 387,711 275,943	140,629 48,000 114,136 228,656 138,217 108,129 192,000 120,000 120,000 145,986 173,886 173,886 167,758 165,000 195,000 195,000 195,000 195,200 69,972 120,000	157.38% 110.59% 43.20% 150.62% 28.03% 93.84% 47.51% 119.02% 112.96% 107.22% 111.33% 38.97% 40.57%
5.88 5.89 5.90 5.91 5.92 5.92 5.93 5.94 5.95 5.96 5.97 5.98 5.99 6.00 6.01 6.02 6.03 6.04 6.05 6.06 6.07 6.08	2018 06 2018 06	AE	Central	MidNorth	Brandon Buske Calvin Clark Carlie Brown Chase Rines Christine Klemmer Christine Klemmer Deborah Burton Eric Spencer Jerf Bangs Jerf Bangs Jerf Bangs Jerf Bangs Jordan Fuller Josalyn Shaffer Josalyn Shaffer Josalyn Shaffer	Cabin Cark Carrie Brown Chase Hines Christine Klemmer Cony Gravec Daniel Balley Deborah Burton Eric Spencer Jeff Bangs Jeff Thom John Landrum Joni Tupy Jordan Fuller Josalyn Shaffer Josalyn Shaffer Kara Finney	Kristen Hall Bill Van Koevering Jan Letko Jan Letko Lan Letko Kedron Thomas Tad Spading Bill Van Koevering Peter Provost Kedron Thomas Jason Bjørson Jason Bjørson John Merchewitz Ryan Krajewski Kristen Hall Jamie Miller	6026617 1530078 1200515 1230631 6016096 1525631 1514528 1511273 1524082 1089592 6008172 1531463 6000769	p.2743013 Cmbines P.2198894 P.2261179 P.2719920 E5170140 503346 2917462 1089692 P.674679 4139064 P.2344282	75,543 126,226 98,786 208,185 30,305 180,167 71,259 83,355 173,646 202,855 80,413 186,733 253,716 76,068	115.819 299,755 449,537 392,566 206,225 388,989 388,770 250,883 388,590 364,889 220,000 384,019 345,000 387,711	140,529 48,000 114,136 228,556 138,217 108,129 192,000 150,000 140,000 145,896 179,580 75,000 167,758 165,000 195,200 69,972	157.38% 110.59% 43.20% 150.62% 93.84% 47.51% 69.46% 119.02% 112.96% 107.22% 111.31% 153.77% 40.57%
5.88   5.89   5.90   5.91   5.92   5.93   5.94   5.95   5.96   5.97   5.98   5.99   6.00   6.01   6.02   6.05   6.	2018 06 2018 06	AE	Central	MidlNorth	Brandon Buske Calvin Clark Carles Brown Chase Hines Christine Klemmer Christine Klemmer Christine Klemmer Daniel Balley Deborah Burton Eric Spenter Jeff Sangs Jeff S	Cabin Cark Carrie Brown Chase Hines Christine Klemmer Cory Gravec Daniel Balley Deborah Burton Eric Spencer Jeff Bangs Jeff Thom John Landrum Joni Tupy Jordan Fuller Josalyn Shaffer Kera Finney Keith Dupuis Keith Kubisiak	Kristen Hall Bill Van Koevering Jan Letko Jan Letko Lan Letko Kedron Thomas Tad Spading Bill Van Koevering Peter Provost Kedron Thomas Jason Bjorson Jason Bjorson John Merchlewitz Ryan Krajewski Kristen Hall Jamie Miller	6026617 1530078 1200515 1230631 6016096 1525631 1514528 1511273 1524082 1089692 6008172 1531463 6000769 1512411	P.Z743013 Cmhines P.Z198894 P.Z261179 P.Z719920 E5170140 503346 2917462 1089592 P.Z74673 4139064 P.Z344282 1070304 P.Z34589 P.Z743506	75,543 126,226 98,786 208,185 30,305 180,167 71,259 83,355 173,646 202,855 80,413 186,733 253,716 76,068 28,390 80,493 80,493 80,493	115,819 299,755 449,537 392,566 206,215 388,989 388,970 250,883 384,089 384,089 384,019 384,019 384,019 384,019 384,019 384,019 384,019 384,019 384,019	140,629 48,000 114,136 228,656 138,217 108,129 192,000 150,000 170,000 145,896 179,580 75,000 167,758 165,000 195,200 69,772 120,000	157.38% 110.59% 43.20% 150.62% 93.84% 47.51% 69.46% 107.22% 112.96% 107.22% 113.37% 40.57% 67.08% 46.28%

nt BI_YE	2018 06	AE Title	< \$450	p Division Central	Region-Category MidNorth	BI_ACCT_EXEC_NM Mistelle Gilbert	Employee Name Mistelle Gilbert	Manager Name Jamie Miller	PSID 1535215	PID-EID Full Ye P2299557	ear Net Rev F 103,438	Y 2018 Budget 2018 Fin 296,016	st Look Budget Goal % FY Rev 145,033	vs First Look Go.
615	2018 06	AE AE	< \$450	Central	MidNorth	Molly Rombach	Molly Rombach	Todd McNally	1516223	Molly ro	254,424	445,000	220,000	11
616 617	2018 06 2018 06	AE	< \$450 < \$450	Central Central	MidNorth MidNorth	Morgan Maly Rebecca Owen	Morgan Maly Rebecca Owen	Tad Spading Todd McNally	1519926 1532707	2636159	214,323 516,224	419,822 415,001	200,000 200,000	10 25
618 619	2018 06 2018 06	AE AE	< \$450 < \$450	Central	MidNorth MidNorth	Ruth Bergsma Sharon Tanley	Ruth Bergsma Sharon Tanley	Jamie Miller Peter Provost	1514137 6011897		224,807 68,790	418,816 200,262	205,000 77,820	10
20	2018 06	AE	< \$450	Central	MidNorth	Suzie Best	Suzie Best	Ryan Krajewski	1512479	SB108771	120,304	295,016	167,757	7
2	2018 06 2018 06	AE AE	< \$450 < \$450	Central	MidNorth MidNorth	Taylor Smith Todd Kilgren	Taylor Smith Todd Kilgren	Kedron Thomas	1531862	TK414616	25,505 137,067	210,702	150,000 104,382	13
	2018 06 2018 06	AE AE	< \$450 < \$450	Central	MidNorth MidNorth	Tom Mason Travis Kilpela	Tom Mason Travis Kilpela	John Merchlewitz Kedron Thomas	1518928 1525561	tmason	64,791 163,319	252,418 265,942	126,000 131,877	5 12
5	2018 06	AE	< \$450	Central	MidWest	Barry Waggoner	Barry Waggoner	Carol Rudofski	1534967	P2297574	188,720	333,645	186,534	10
26 27	2018 06 2018 06	AE AE	< \$450 < \$450	Central	MidWest MidWest	Beverly Wallace Cynthia New	Beverly Wallace Cynthia New	Carol Rudofski Kevin Noel	1208915 1510823	1208915 cynthia.	143,429 102,416	329,989 400,126	188,450 200,682	7
28 29	2018 06 2018 06	AE AE	< \$450 < \$450	Central Central	MidWest MidWest	Doreen James Gloria Burns	Doreen James Gloria Burns	Pam Elston Pam Elston	1528122 1525023	DJ402218 2956810	315,091	317,067 422,146	219,684 144,972	14 11
30	2018 06	AE	< \$450	Central	MidWest	Joni Meese	Joni Meese	Bob Marr	1517450	2440948	173,224 37,626	321,985	157,500	2
31 32	2018 06 2018 06	AE AE	< \$450 < \$450	Central	MidWest MidWest	Julie Kinnaman Kevin Carnes	Julie Kinnaman Kevin Carnes	Bob Marr Bonnie Gallagher	1515152 1519409	1515152 1519409	126,310 81,700	433,646 335.398	206,500 119,400	6
633	2018 06	AE	< \$450	Central	MidWest	Laurie Jackson	Laurie Jackson	Bob Marr	1527537	LJ398614	110,185	314,045	139,131	7
634 635	2018 06 2018 06	AE AE	< \$450 < \$450	Central	MidWest MidWest	Lilly Jabr Mike Skelton	Lilly Jabr Mike Skelton	Carol Rudofski Kevin Noel	1520463 6028895	LJ266303	129,545 126,627	317,312 278,160	171,961 134,175	9
636 637	2018 06 2018 06	AE AE	< \$450 < \$450	Central	MidWest MidWest	Missy Nance Robin Spence	Missy Nance Robin Spence	Kevin Noel Kevin Noel	6038986 1525066	P2770636 2959751	48,522 242.158	248,295 357.821	110,141 193,560	1
638	2018 06	AE	< \$450	Central	MidWest	Trisha O'Cheltree	Trisha O'Cheltree	Pam Elston	6009054	E701113	189,604	316,660	134,807	14
539 540	2018 06 2018 06	AE AE	< \$450 < \$450	Central	Texas Texas	Christie Wolin Isidoro Diaz	Christie Wolin Isidoro Diaz	Matt Ellis Matt Ellis	6028528 1232879	E747293	120,412 217,847	414,899 418,760	150,000 175,000	1
541	2018 06	AE	< \$450	Central	Texas	Maria Scott	Maria Scott	Sally Martinez	1053601	E031399	276,946	341,106	150,000	18
642 643	2018 06 2018 06	AE AE	< \$450 < \$450	Central Northeast	Texas New York	Vanessa Tena George Quintano	Vanessa Tena George Quintano	Raymond May Derek Benedict	6007656 1236454	P2699652 p2326875	152,460 148,769	449,902 446,005	120,000 250,000	1
644 645	2018 06 2018 06	AE AE	< \$450 < \$450	Northeast Northeast	New York	Jennifer Contino	Jennifer Contino	Derek Benedict	1239103 6023272	E735895	73,208 76,767	348,663 404,930	100,000 100,000	
46	2018 06	AE	< \$450	Northeast	New York New York	Ryan Campbell Sara Hotop	Ryan Campbell Sara Hotop	Jaime Morrison Derek Benedict	1187278	E192759	116,485	373,993	100,000	1
i47 i48	2018 06 2018 06	AE AE	< \$450 < \$450	Northeast Northeast	Ohio Ohio	Annette Hoeffel Jason Berry	Annette Hoeffel Jason Berry	Dino Gerdeman Brenda Jasper	6046610	p2702639	4,504 73,780	371,345 447,846	271,440	
549	2018 06	AE	< \$450	Northeast	Ohio	Jenna Rabideau	Jenna Rabideau	Brenda Jasper	1235475	E249691	259,362	449,020	265,958	
650 651	2018 06 2018 06	AE AE	< \$450 < \$450	Northeast Northeast	Ohio Ohio	Nancy Leskovec Samuel Stolly	Nancy Leskovec Samuel Stolly	Mark Chastain Dino Gerdeman	6008615 1238581	P2700855 P2341274	229,917 130,782	442,782 422,959	362,728 312,000	
652	2018 06	AE	< \$450	Northeast	Ohio	Talaya Biddle	Talaya Biddle	Dino Gerdeman	1239809	E254690	189,480	417,164	287,585	
653 654	2018 06 2018 06	AE AE	< \$450 < \$450	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Amy Burnsworth Brett Ravert	Amy Burnsworth Brett Ravert	Katherine Drake Marhaver Ron Nagy	1042152 1002907	P2157420 p2144166	261,158 218,755	417,929 401,820	345,000 182,000	1
655	2018 06	AE AE	< \$450	Northeast	Upstate NY / ME	Elizabeth Hillard	Elizabeth Hillard	Bonita Elias	1218699	E229929	92,907 133,056	218,025	133,000	
i56 i57	2018 06 2018 06	AE	< \$450 < \$450	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Jacquelyn Kirch Matthew Toomey	Jacquelyn Kirch Matthew Toomey	Katherine Drake Marhaver Tracy Cramer	1235110 6021410	P2322076 p2732400	302,526	337,710 354,492	215,000 262,458	
58 59	2018 06 2018 06	AE AE	< \$450 < \$450	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Rodney Mahan Thomas McCormick	Rodney Mahan Thomas McCormick	Doug Foerster Katherine Drake Marhaver	1000329 6021111	e731681	161,876 134,574	319,565 393,855	209,000 110,000	
60	2018 06	AE	< \$450	Northeast	Upstate NY / ME	Zachary Potter	Zachary Potter	Erin Duffy	1236880	P2328959	31,820	240,684	113,000	
i61 i62	2018 06 2018 06	AE AE	< \$450 < \$450	South	Carolinas Carolinas	Bill Scott Brandi Hudson	Bill Scott Brandi Hudson	Teresa Vause Roy Costner	1097513 6015669		119,160 49,783	400,743 415,723	193,000 474,409	
63	2018 06	AE	< \$450	South	Carolinas	Deborah Nicholson	Deborah Nicholson	Summer Hamdan	6017128	P2722451	147,714	396,619	275,000	
564 565	2018 06 2018 06	AE AE	< \$450 < \$450	South	Carolinas Carolinas	Elizabeth Sorace Ian Daley	Elizabeth Sorace Ian Daley	Summer Hamdan Darryl Heller	1219356 1525289	P2197131 idaley	183,985 46,096	442,065 168,881	275,000 91,339	
666	2018 06	AE	< \$450	South	Carolinas	John Putnam	John Putnam	Emily Zalacca	1523502	JP289072	201,497	391,548	300,000	
667 668	2018 06 2018 06	AE AE	< \$450 < \$450	South	Carolinas Carolinas	Patrick Kennedy Rob Nichols	Patrick Kennedy Rob Nichols	Emily Zalacca Dwight Ardoin	1223683 1513427	E235804 RN137523	268,088 106,312	429,984 317,250	200,000 111,405	
669 670	2018 06 2018 06	AE AE	< \$450 < \$450	South	Carolinas	Tangia Betterson	Tangia Betterson	Matt Livoti Jody Walker Little	1206709 1520810	E215870 E674836	198,357 293,637	304,292 437,948	100,000 225,000	
671	2018 06	AE AE	< \$450 < \$450	South South	Carolinas Florida	Wendy Testerman Gloria Thompson	Wendy Testerman Gloria Thompson	Tom Sweat	1502315	P2153487	333,568	437,948 438,401	200,000	
672 673	2018 06 2018 06	AE AE	< \$450 < \$450	South	Florida Florida	Jeffrey Rolon Shawn Turner	Jeffrey Rolon Shawn Turner	Tom Sweat Paula Gaustad	1008386 6023527	P2736576	347,463 282,622	440,104 305,716	280,000 367,500	
674	2018 06	AE	< \$450	South	Southeast	Billy Garrett	Billy Garrett	Jeff Fritz	1511843	bgarrett	92,805	283,188	219,000	
675 676	2018 06 2018 06	AE AE	< \$450 < \$450	South	Southeast Southeast	Brandi Wilson Chris Letsinger	Brandi Wilson Chris Letsinger	Kevin Kee Chris Munson	1510850 1517744	1510850 1517744	129,833 43,591	441,705 434,691	300,000 210,000	
677	2018 06	AE	< \$450	South	Southeast	Donna Webb-Arnold	Donna Webb-Arnold	Chris Munson	1517348	1517348	93,100	420,204	175,000	
678 679	2018 06 2018 06	AE AE	< \$450 < \$450	South	Southeast Southeast	James Taylor Jennifer Harbuck	James Taylor  Jennifer Harbuck	John Moore John Moore	6039569 1533751	P2772012 P2258285	37,862 102,328	278,566 392,910	100,000 180,000	
680	2018 06	AE AE	< \$450	South	Southeast	Kassandra Horton	Kassandra Horton	Todd Livingston	1528665	KH404098	21,334	288,379	150,000	
681 682	2018 06 2018 06	AE	< \$450 < \$450	South South	Southeast Southeast	Kelli Stackhouse Kelly Lytle	Kelli Stackhouse Kelly Lytle	Mitch Fain Kevin Kee	1166288 1517748	E170139	5,890 110,440	137,500 442,900	400,000 300,000	
683 684	2018 06 2018 06	AE AE	< \$450 < \$450	South South	Southeast Southeast	Laurie Wright Michael Seavers	Laurie Wright Michael Seavers	Todd Livingston John Moore	1511602 1530160	lw749993	88,015 216,384	390,617 392,707	175,000 200,000	
685	2018 06	AE	< \$450	South	Southeast	Penny Woods	Penny Woods	George Robbins	1198675	P2169137	60,211	410,268	200,000	
686 687	2018 06 2018 06	AE AE	< \$450 < \$450	South	Southeast Southeast	Rusty Little III Samantha Hydrick	Rusty Little III Samantha Hydrick	John Payne Todd Livingston	1520558 1520850	IL266724 Shydrick	129,017 38,298	365,318 222.062	213,000 130.000	
688	2018 06	AE	< \$450	South	Southeast	Stacey Lucas	Stacey Lucas	Brian McDowall	6046641		119,945	434,628	,	
689 690	2018 06 2018 06	AE AE	< \$450 < \$450	West	LA LA	Alejandro Cortez Brenda Rodriguez	Alejandro Cortez Brenda Rodriguez	Mike Jaffe Lonnie Ross	1204934 1147359	P2146204	156,360 226,517	318,263 357,947	175,000 250,000	
691	2018 06	AE	< \$450	West	LA	Derek Swanier Francesca Nichols	Derek Swanier	Joe Flores	6021846		803	198,822	100,000	
692 693	2018 06 2018 06	AE AE	< \$450 < \$450	West	LA LA	Francesca Nichols Fred Earle	Francesca Nichols Fred Earle	Mike Jaffe Lonnie Ross	1179058 6017652	P2723689	21,965 144,231	401,936 298,884	85,000	
694 695	2018 06 2018 06	AE AE	< \$450 < \$450	West	LA	Irene Imhof	Irene Imhof	Lonnie Ross	6014753 6018236	p2715587 p2724862	116,486 120,278	313,335 446,245	75,000 207,900	
696	2018 06	AE	< \$450	West	LA LA	Jill Longo Jose Lozano	Jill Longo Jose Lozano	Joe Flores Derek Eggers	6027534	p2/24862	106,495	392,670	200,000	
697 698	2018 06 2018 06	AE AE	< \$450 < \$450	West	LA LA	Richard Negrete Tiffany Ott	Richard Negrete Tiffany Ott	Joshua Stratton Lonnie Ross	1179240 6014862	E727063 p2716351	23,506 119,483	333,789 258,917	73,080 85,000	
599	2018 06	AE	< \$450	West	Mountain States	Jena Ingleby	Jena Ingleby	Todd Andrews	1521122	1521122	247,503	438,154	250,000	
700 701	2018 06 2018 06	AE AE	< \$450 < \$450	West	Mountain States Mountain States	Laura Knight Lucas Storey	Laura Knight Lucas Storey	Heath Corley Marcelle Jones	6011525 6008146	P2674678	10,690 109,007	251,113 226,246	100,000	
702	2018 06	AE	< \$450	West	Mountain States	Mauri Larson	Mauri Larson	Todd Andrews	6026653	P2743050	107,438	309,597	145,000	
703 704	2018 06 2018 06	AE AE	< \$450 < \$450	West	Mountain States Mountain States	Michele Brown Ronald Nelson	Michele Brown Ronald Nelson	Todd Andrews Grant Linnen	1521495 6041168	1521495	126,391 153	359,876	195,000	
705	2018 06	AE	< \$450	West	Mountain States	Shawn Nelson	Shawn Nelson	Marcelle Jones	6035750	E762856	116,910	164,807	125,000	
706 707	2018 06 2018 06	AE AE	< \$450 < \$450	West	Mountain States  Mountain States	Shelly Brush Shenandoah Milan	Shelly Brush Shenandoah Milan	Marcelle Jones Heath Corley	1535076 6000631	1535076 P2341408	148,943 143,334	428,789 379,001	215,000 220,000	
708 709	2018 06 2018 06	AE AE	< \$450 < \$450	West	Mountain States Pacific States	Vicki Varia Adam Feller	Vicki Varia Adam Feller	Raymond May Christine Lyles Smith	1521350 6036762	P2053678	83,229 100,435	227,350 248,439	141,000 100,000	
710	2018 06	AE	< \$450	West	Pacific States	Amy Gargan	Amy Gargan	Christine Lyles Smith Gordon Galindo	6009439	p2702853	25,488	416,681	275,000	
711 712	2018 06 2018 06	AE AE	< \$450 < \$450	West	Pacific States Pacific States	Dominique Pacheco Frank Filippi	Dominique Pacheco Frank Filippi	Sherry Santana Kendall Char	6014067 6029856	6014067 P2750030	111,891 8.230	333,248 264.979	250,000 30.000	
713	2018 06	AE	< \$450	West	Pacific States	Max Proteau	Max Proteau	Kendall Char	6036765	E765010	32,036	281,638	42,000	
714 715	2018 06 2018 06	AE LSM	< \$450 LSM	West	Pacific States MidNorth	Robert Glenn House Green Bay	Robert Glenn Jan Letko	Jason Mitchell Jan Letko	6026333 1112457	P2742427	177,917 26,704	448,345	250,000	
716 717	2018 06 2018 06	LSM	LSM	Central Central	MidNorth MidNorth	House Madison Terri Hoepner	Paul Sweet Terri Hoepner	Paul Sweet Tom Kreutzian	6038127 1512455		6,053 5,351	2.401.680	110,174	
718	2018 06	LSM	LSM	Central	Texas	Eric Atchley	Eric Atchley	Tiffani Celli	1215674		9,690	2,401,680 13,010,691		
719 720	2018 06 2018 06	LSM	LSM	Central Central	Texas Texas	House San Antonio House San Antonio Zone	Kristine Gomez David Allen	Kristine Gomez	1090540		5,259 60,000	_		
721	2018 06	LSM	LSM	Central	Texas	John Pedevilla	John Pedevilla	Tiffani Celli	1195998		88,132	6,131,834		
722 723	2018 06 2018 06	LSM	LSM	Central	Texas Texas	Kim Murray Nathaniel McCray	Kim Murray Nathaniel McCray	Chris Rometty Tom Parsons	1138728 1200839		26,404 90,851	11,969,867	330,420	
724	2018 06	LSM	LSM	Northeast	New York	House Staten Island	House Staten Island	Staten Island LSM	1198680		339,461			
725 726	2018 06 2018 06	LSM	LSM	Northeast Northeast	New York Ohio	Jamie Morrison House Clarksburg	Jamie Morrison Brenda Jasper	Chris Orr Brenda Jasper	1139290 1012522	+	6,408 56			
727	2018 06	LSM	LSM	Northeast	Ohio	House Independence	Janey Ames	Ben Bottini	1075294 1020918		15,955	9,127,144		
728 729	2018 06 2018 06	LSM	LSM	Northeast Northeast	Ohio Ohio	House Lima Kevin Tucker	Dino Gerdeman Kevin Tucker	Dino Gerdeman Laurie Aquilina	1130086		485,254 12,616	6,382,955		
730 731	2018 06 2018 06	LSM	LSM	Northeast Northeast	Ohio Upstate NY / ME	Mike Chase House Syracuse	Mike Chase Erin Duffy	Ben Bottini Erin Duffy	1151370 1145163		12,843 212,471	16,319,270		
732	2018 06	LSM	LSM	South	Carolinas	House Hickory 1	Jody Walker Little				142,545			
733 734	2018 06 2018 06	LSM	LSM	South South	Carolinas Carolinas	Jody Walker Little Jon Bloom	Jody Walker Little Jon Bloom	Shawn Harris John Shannon	1014305 1184947		561,813 3,993	3,639,565 7,039,336	1,090,000	
735	2018 06	LSM	LSM	South	Carolinas	Teresa Vause	Teresa Vause	John Shannon Brett Groller	1040219		3,217	7,039,336 4,499,416		
736 737	2018 06 2018 06	LSM	LSM	South	Florida Southeast	House Orlando House Birmingham 5	Paula Gaustad Todd Livingston	Todd Livingston	1511597		15,809 9,500			
738	2018 06	LSM	LSM	South	Southeast	House Gene Hardy	Gene Hardy	Gene Hardy	1166317		15,932			
739 740	2018 06 2018 06	LSM	LSM	South South	Southeast Southeast	House Huntsville House Louisville	Chris Munson Chadwick Collins				30,657 6,585			
741	2018 06	LSM	LSM	South	Southeast	House Mitch Fain	Mitch Fain	Gary Jensen	1166631		36,452			
742 743	2018 06 2018 06	LSM	LSM	South	Southeast LA	Louisville Job Share House Ontario	Mitch Fain Joseph Flores	Joseph Flores	1124998		549,364 420,410			
744	2018 06	LSM	LSM	West	Mountain States	House Grand Junction	House Grand Junction	Open LSM			257,829			
745	2018 06	LSM		West	Pacific States	House Hilo	Michael Garcia				6,006			