Count	BI_YEAR_KEY BI_WK_NBR	Title	Group	Division	Region-Category		Employee Name	Manager Name	PSID	PID-EID Full Year		Budget 2018 First Look Budge		
2	2018 04 2018 04	AE S	1 - \$1.5	Central	MidNorth MidNorth	Brett Richter Desiree Rongitsch	Brett Richter Desiree Rongitsch	Steve Houselander Peter Provost	1209995 1034011	E219831	559,552 470,014	1,213,000 1,315,085	605,309 660,000	92.4% 71.2%
4	2018 04 2018 04	AE \$	1 - \$1.5	Central	MidNorth MidNorth MidNorth	Jennifer Wabers Kathryn Searles Susan Welk	Jennifer Wabers Kathryn Searles	Paul Sweet Jan Letko	1508155	183360 P2184797	862,080 853,820	1,387,687 1,032,239	629,989 708,759	136.89
6	2018 04 2018 04	AE \$	1 - \$1.5	Central	MidNorth	Tom Binder	Susan Welk Tom Binder	Jan Letko Jason Bjorson	1233981 1527365	P2312191	319,380 826,292	1,044,133 1,195,647	424,204 599,454	75.3% 137.8%
7 8	2018 04 2018 04	AE S	1 - \$1.5	Central	MidNorth MidWest	Tori Grant Welhouse Angela Love	Tori Grant Welhouse Angela Love	Todd Wery Mike Elam	1204044 1510820	P2206307 AL419097	229,457 362,536	1,013,261 1,301,604	486,000 675,749	47.2% 53.6%
9	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	Central Central	MidWest MidWest	Brant Gillett Douglas Montgomery	Brant Gillett Douglas Montgomery	Jamie Hurt Jamie Hurt	1194872 1152078	E201971	324,977 277,833	1,213,875 1,090,290	721,000 505,000	45.1% 55.0%
11 12	2018 04 2018 04		1 - \$1.5 1 - \$1.5	Central	MidWest MidWest	Jeff McCann Jeff Stone	Jeff McCann Jeff Stone	Bonnie Gallagher Mike Pieper	1510512 1515997	jm290268	70,834 818,855	1,013,004 1,338,275	577,100 711,452	12.3%
13 14	2018 04 2018 04		1 - \$1.5 1 - \$1.5	Central	MidWest MidWest	Lori Dickerson Lori James	Lori Dickerson Lori James	Mike Pieper Bonnie Gallagher	1516899 1508583	1516899 190419	204,379 400,212	1,282,475 1,387,274	521,732 696,500	39.2% 57.5%
15 16	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	Central	MidWest MidWest	Sherry Saylor Tamara Dudenhoeffer	Sherry Saylor Tamara Dudenhoeffer	Lori Brown Mike Pieper	6026297 1516408	E742389 TD231587	301,804 813,569	1,434,745 1,154,456	721,000 569,162	41.9%
17 18	2018 04 2018 04		1 - \$1.5 1 - \$1.5	Central	Texas Texas	Chelsey Ketcher Deana Holmes	Chelsey Ketcher Deana Holmes	Sean Lervaag David Allen	1186865 1212870	P2157051 E223074	363,097 657.508	1,120,184 1,432,716	580,000 850.000	62.6% 77.4%
19	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	Central Central	Texas Texas	Ellen Cannon Jessica Miller	Ellen Cannon Jessica Miller	Kim Murray David Allen	1146979 1232210	E144297 P2299683	464,807 240,904	1,328,060 1,304,429	615,000 854,404	75.6%
21	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	Central	Texas Texas	Kara Heinen Kathy Reiter	Kara Heinen Kathy Reiter	Steven Brooks Steven Brooks	1114035 1100795	E103825	1,144,489 453,521	1,363,011 1,157,716	500,000 600,000	228.99
23	2018 04 2018 04 2018 04	AE S	1 - \$1.5	Central	Texas	Kendall Washington Kevin Christian	Kendall Washington	John Pedevilla	1128610 1188359	P2194055	180,115	1,126,014	550,000 600.000	32.7%
24 25	2018 04	AE \$	1 - \$1.5	Central	Texas Texas	Marie Dale	Kevin Christian Marie Dale	John Pedevilla Matt Ellis	1191196	E197503	513,248 567,478	1,052,182 1,037,594	600,000	85.5% 94.6%
26 27	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	Central Central	Texas Texas	Marla Newton Mitchell Borges	Maria Newton Mitchell Borges	David Allen Matt Ellis	1114115 1101059	P2198926	520,071 325,740	1,484,007 1,051,514	750,000 700,000	69.3% 46.5%
28 29	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	Central	Texas Texas	San Antonio Job Share 2 Sheldon Davis	Job Share - Dorothy Basso/Sarah Kardys Sheldon Davis	Kristine Gomez Sally Martinez	6022433 1078312	E734157 P2174063	1,966,078 543,868	1,492,248 1,489,572	1,600,000 726,749	122.99 74.89
30 31	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	Central	Texas Texas	Sonia Brown Teri Longoria-DeAnda	Sonia Brown Teri Longoria-DeAnda	Kim Murray Sally Martinez	6034101 1067994	2759116	516,249 503,867	1,027,635 1,350,114	510,000 725,550	101.29 69.4%
32 33	2018 04 2018 04		1 - \$1.5 1 - \$1.5	Northeast Northeast	New York New York	Brendan Whelan Dean Darling	Brendan Whelan Dean Darling	Staten Island LSM Derek Benedict	1070731 1077227	1070731 P2148695	167,472 274,111	1,434,035 1,364,462	550,000 725,000	30.4%
34 35	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	Northeast Northeast	New York Ohio	Kevin Walsh Alicia Kerrigan	Kevin Walsh Alicia Kerrigan	Staten Island LSM Mike Chase	1192968 6039568	P2149432 E2772011	66,735 180,695	1,111,636 1,222,335	525,000 940,000	12.7%
36 37	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	Northeast Northeast	Ohio Ohio	Andrea Nardell Angela Haynes	Andrea Nardell Angela Haynes	Janey Ames Laura Lee	1184736 6033877	E189662	423,822 299,587	1,148,695 1,254,191	895,000 565,000	47.4%
38	2018 04 2018 04	AE \$	1-\$1.5	Northeast Northeast	Ohio Ohio	Brian Schwab	Brian Schwab	Christine Smith Kevin Tucker	6045499 6038796	E770858	14,480	1,116,903 1,271,358	1,054,000 452,000	1.49
39 40	2018 04	AE \$	1 - \$1.5	Northeast	Ohio	Britany Martindale Carey Bradley	Britany Martindale Carey Bradley	Christine Smith	1225083	P2178354	184,272 376,753	1,341,498	1,054,980	35.7%
41 42	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	Northeast Northeast	Ohio Ohio	Diane Hansen Georgiann Pace	Diane Hansen Georgiann Pace	Ron Stricker Christine Smith	1170153 1140648	P2200827 P2157481	672,329 1,331,277	1,441,572 1,475,031	850,000 1,065,035	79.1% 125.0%
43 44	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	Northeast Northeast	Ohio Ohio	Jeffrey Schroeder Joan Hronec	Jeffrey Schroeder Joan Hronec	Karen Pope Kevin Tucker	1218842 1019383	E003982	306,235 595,843	1,012,431 1,196,955	500,000 1,073,500	61.2% 55.5%
45 46	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	Northeast Northeast	Ohio Ohio	Kimberly Lucas Lauren Pirkey	Kimberly Lucas Lauren Pirkey	Annie Keith Laura Lee	1233588 6036275	e247501 E763796	497,008 332,274	1,188,332 1,399,175	685,137 452,000	72.5% 73.5%
47	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	Northeast Northeast	Ohio	Mary Brann Ryan Brant	Mary Brann Ryan Brant	Kerry Collins Kerry Collins	1078458	E778482 P2766214	273,107 300.079	1,036,700 1.123.681	518,000 300,000	52.79
48 49 50	2018 04 2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5 1 - \$1.5	Northeast Northeast	Ohio Ohio	Sally Boggins Sarah Mouse	Sally Boggins Sarah Mouse	Janey Ames Kerry Collins	1137871 1018065	P2178508 P2726444	306,063 349,116	1,013,611 1,034,872	840,000 250,000	36.49 139.69
51	2018 04	AE \$	1 - \$1.5	Northeast	Ohio	Sarah Zingale	Sarah Zingale	Annie Keith	1116234	P2166833	619,697	1,201,000	996,858	62.29
52 53	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	Northeast Northeast	Ohio Ohio	Shawn Gibeault Sheila Robinson	Shawn Gibeault Sheila Robinson	Annie Keith Kevin Tucker	1181022 1091010	P2167153 P2759848	599,697 329,325	1,276,951 1,069,342	844,484 339,000	71.09 97.19
54 55	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	Northeast Northeast	Ohio Ohio	Thomas Dinkel Timothy Powers	Thomas Dinkel Timothy Powers	Ron Stricker Karen Pope	1236420 1018992	P2188727	156,449 485,580	1,083,257 1,274,601	625,000 800,000	25.0% 60.7%
56 57	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	Northeast Northeast	Ohio Upstate NY / ME	Todd Teitel Aaron Pulinski	Todd Teitel Aaron Pulinski	Chadwick Collins Natasha Polito	1155996 1204070	E155527 P2207019	32,680 541,563	1,006,333 1,326,843	350,000 1,050,000	9.39
58 59	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Andy Axler Gerilynn Brei	Andy Axler Gerilynn Brei	Tara MacDonald Bill Bagley	1009563 1126368	P2159505 P2190353	533,192 446,889	1,020,716 1,482,612	549,042 1,010,000	97.1%
60 61	2018 04 2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	Northeast Northeast	Upstate NY / ME Upstate NY / ME Upstate NY / ME	Gretchen McLauchlan Jeff Margerison	Gretchen McLauchlan Jeff Margerison	Erin Duffy Doug Foerster	1164215 1036619	P2190353 P2148301 E020435	444,381 184,566	1,261,335 1,133,352	410,000 469,000	108.49
62	2018 04	AE S	1 - \$1.5	Northeast	Upstate NY / ME	Jennifer Mossotti	Jennifer Mossotti	Erin Duffy	6029579	e749573	471,868	1,446,628	1,150,000	41.0%
63 64	2018 04 2018 04	AE S	1 - \$1.5	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Joseph Famolaro Lauren Elias	Joseph Famolaro Lauren Elias	Katherine Drake Marhaver Tara MacDonald	1096691 1229886	P2150850 E243176	248,657 201,137	1,404,526 1,207,118	825,000 250,000	30.1% 80.5%
65 66	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Lauren Stricos Marc Gilbert	Lauren Stricos Marc Gilbert	Tracy Cramer Erin Duffy	1216482 1009566	P2206312	429,377 419,217	1,146,748 1,182,379	589,000 810,000	72.9% 51.8%
67 68	2018 04 2018 04		1 - \$1.5 1 - \$1.5	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Matt Wells Melissa Vassenelli	Matt Wells Melissa Vassenelli	Nick Darling Erin Duffy	1198708 1219476	2160581 E230843	528,248 885,039	1,290,984 1,109,799	815,000 815,000	64.8%
69 70	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Patrick Evans Ryan Robbins	Patrick Evans Ryan Robbins	Laura Whittinghill Bill Bagley	1239655 1187219	E254481 P2185304	35,064 541,030	1,248,198 1,405,174	700,000 985,000	5.09
71 72	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Sarah Keep Simone Amos	Sarah Keep Simone Amos	Doug Foerster Tara MacDonald	1218506 1180746	E184928	268,802 332,275	1,006,313 1,044,371	631,123 527,544	42.6%
73	2018 04 2018 04 2018 04	AE S	1 - \$1.5	Northeast Northeast	Upstate NY / ME	Stacey Fudella	Stacey Fudella	Laura Whittinghill	1194514 1225954	P2176679	747,693	1,239,502	720,000	103.89
74 75	2018 04	AE \$	1 - \$1.5	South	Upstate NY / ME Carolinas	Thomas Penn Brian Haag	Thomas Penn Brian Haag	Jennifer Loonan Emily Zalacca	1093627	P2195815 P2160136	365,518 431,820	1,327,259 1,261,246	783,000 500,000	86.4%
76 77	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	South	Carolinas Carolinas	Carole Herndon Chanon Smith	Carole Herndon Chanon Smith	Rob Padgett Jon Bloom	1056760 1233376	P2156343 P2301120	189,894 350,225	1,002,761 1,226,746	500,000 790,000	38.0% 44.3%
78 79	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	South South	Carolinas Carolinas	Denise Williams Donald Blackwell	Denise Williams Donald Blackwell	Jody Walker Little Darryl Heller	1507756 1510033	DW179894	142,080 571,701	1,116,752 1,494,376	525,000 656,385	27.1% 87.1%
80 81	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	South South	Carolinas Carolinas	Frederick Briggs Holly Wise	Frederick Briggs Holly Wise	Rob Padgett Teresa Vause	1215386 1142465	P2176324 P2151459	367,936 411,064	1,059,690 1,344,029	600,000 589,000	61.3%
82 83	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	South	Carolinas Carolinas	Joan Cook Laura Snellgrove	Joan Cook Laura Snellgrove	Jon Bloom Dody Yarborough	1212559 1145414	1145414	118,146 338.844	1,057,787 1,183,710	342,000 474,000	34.5%
84 85	2018 04 2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5 1 - \$1.5	South	Carolinas Carolinas	Monica Johnston Paula Lynch	Monica Johnston Paula Lynch	Summer Hamdan Dody Yarborough	1048941 1208755	P2151426 P5002150	338,021 104,903	1,350,273 1,309,703	1,046,000 520,000	32.3% 20.2%
86	2018 04	AE \$	1 - \$1.5	South	Carolinas	Raymond Barber	Raymond Barber	Rob Padgett	1058937		245,859	1,459,985	500,000	49.2%
87 88	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	South South	Carolinas Carolinas	Roger Payne Samantha Brock	Roger Payne Samantha Brock	Donna Hammett Donna Hammett	1514503 1507656	1514503 1507656	656,293 353,012	1,115,717 1,140,997	798,285 719,975	82.2% 49.0%
89 90	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	South South	Carolinas Carolinas	Stephanie Christiansen Tim Hill	Stephanie Christiansen Tim Hill	Rob Padgett Roy Costner	1214111 1513444	p2155295 1513444	193,644 100,217	1,236,528 1,169,663	700,000 440,671	27.7%
91 92	2018 04 2018 04		1 - \$1.5 1 - \$1.5	South	Carolinas Florida	Tim Kersey Anna Palermo	Tim Kersey Anna Palermo	Dody Yarborough Gary Tietjen	1145179 1024436	E141970	355,331 980,928	1,328,985 1,315,496	541,000 1,021,800	65.7% 96.0%
93 94	2018 04 2018 04		1 - \$1.5 1 - \$1.5	South	Florida Florida	Ashley Sanchez Carl Brigandi	Ashley Sanchez Carl Brigandi	Kimberly Winters Norm Pytel	1503944 1502314	P2163239 P2186160	383,856 441,082	1,372,764 1,202,632	805,000 885,000	47.7%
95 96	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	South	Florida Florida	Cindy Brown George Chacanias	Cindy Brown George Chacanias	Chris Kelley John Fennessy	1016593 1009862	P2163956	656,130 902,008	1,431,182 1,409,115	1,100,000 1,255,000	59.6% 71.9%
97	2018 04	AE S	1 - \$1.5	South	Florida	Ivan Marasca	Ivan Marasca	Nick Puddicombe	1502239	P2161547	423,561	1,011,870	781,000	54.29
98 99	2018 04 2018 04	AE S	1 - \$1.5	South	Florida Florida	Jacki Rainer Janet Koch	Jacki Rainer Janet Koch	Chris Kelley Paula Gaustad	1502863 1502674	2155466 P2200842	176,159 361,565	1,067,885 1,192,639	875,000 540,000	67.0%
100 101	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	South	Florida Florida	Marjie McNeal Moira O'Malley	Marjie McNeal Moira O'Malley	Tom Sweat Paula Gaustad	1049454 1503052	P2179061 2204622	818,716 618,010	1,360,770 1,043,376	1,098,000 580,000	74.69 106.69
102 103	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	South South	Florida Florida	Patricia Severson Tom Sweat	Patricia Severson Tom Sweat	Chris Kelley Chris Kelley	1010347 6000107	P2155173 P2338747	670,942 243,223	1,101,756 1,229,736	935,000	71.89
104 105	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	South South	Florida Southeast	Tory Jordan Amanda Lee	Tory Jordan Amanda Lee	Gary Tietjen Mitch Fain	1500037 1223427	P2195315	724,371 93,510	1,317,960 1,022,814	714,600 373,092	101.49 25.19
106 107	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	South	Southeast Southeast	Ashley Hill Bobby Curnutt	Ashley Hill Bobby Curnutt	John Payne Kevin Anderson	1513201 1529394	alakins 1529394	215,877 301,282	1,031,607 1,167,077	594,000 660,000	36.39 45.69
108 109	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	South	Southeast Southeast	Carol Brown Christopher Idle	Carol Brown Christopher Idle	Mitch Fain Chadwick Collins	1166304 1166787	E170028 E170077	485,247 351,403	1,352,792 1,206,180	650,000 425,000	74.79
110 111	2018 04 2018 04	AE \$	1-\$1.5	South	Southeast Southeast	Deborah Mercier Holly Bussey	Deborah Mercier Holly Bussey	Chris Munson Chadwick Collins	1521661 1197332	P2191190	91,063 516,423	1,040,551 1,003,151	310,000 750,000	29.49
112	2018 04	AE S	1 - \$1.5	South	Southeast	Joshua Tubbs	Joshua Tubbs	Kevin Anderson	1197332 1508761 1166314 / 1196393	jt191230	95,567	1,364,448	860,000	11.19
113 114	2018 04 2018 04	AE S	1 - \$1.5	South	Southeast Southeast	Lexington Job Share Team 1 Lisa Simmons	Job Share: Misty Fresca/Kimberly Wade Lisa Simmons	George Robbins Chris Munson	1517749	lisa.sim	360,747 165,218	1,023,606 1,206,097	650,000 500,000	55.59 33.09
115 116	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	South South	Southeast Southeast	Marianna Mackey Roger William Mills	Marianna Mackey Roger William Mills	Gene Hardy John Moore	1166294 1511598	Marianna rm741903	484,405 795,966	1,393,600 1,099,554	600,000 920,000	80.79 86.59
117 118	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	South South	Southeast Southeast	Todd O'Daniel Vicki Evans	Todd O'Daniel Vicki Evans	Chadwick Collins Gene Hardy	1213327 1166305	P2170398 E170047	808,998 278,949	1,444,475 1,057,205	1,250,000 455,000	64.79
119 120	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	West	LA LA	Barry Van Beers Bob Sabine	Barry Van Beers Bob Sabine	Derek Eggers Mike Jaffe	1208265 1038239	p2743907 E001954	532,465 346,458	1,191,593 1,442,577	550,000 895,000	96.89
121 122	2018 04 2018 04 2018 04	AE S	1-\$1.5	West	LA LA	Brian Katz Carolina Flores	Brian Katz Carolina Flores	Jason Shaffer Joe Flores	1219474 1117227	E230841 P2164298	556,396 407,316	1,051,939 1,291,118	613,448 813,330	90.79
123	2018 04	AE \$	1-\$1.5	West	LA	Carolyn Mariano	Carolyn Mariano	Michelle Beauchamp	1037263	P2700293	278,293	1,161,948	712,454	39.19
124 125	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	West	LA LA	Christian Hornsby Crystal Matthews	Christian Hornsby Crystal Matthews	Derek Eggers Helene Juceam	6027533 1140724	P2745187 P2168899	1,264,965 259,518	1,466,571 1,248,597	1,550,000 542,000	81.69 47.99
126 127	2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5	West	LA LA	Daniel Yokich Danielle Seniff	Daniel Yokich Danielle Seniff	Jason Shaffer Niven Howlett	6008708 1207828	E699607 E216172	484,251 567,974	1,404,652 1,145,907	667,170 625,045	72.69 90.99
128 129	2018 04 2018 04	AE \$	1 - \$1.5 1 - \$1.5	West	LA LA	David Oster Denise Bianco	David Oster Denise Bianco	Lance Lowrie Joe Flores	1090186 1216822	P2150105 P2171598	460,408 998,116	1,395,653 1,376,245	875,700 850,500	52.69 117.49
130 131	2018 04 2018 04	AE \$	1-\$1.5	West	LA LA	Dennis Morey Diane Troudt	Dennis Morey Diane Troudt	John Krenzer Joshua Stratton	1125483 1104115	P2152959 P2169113	753,978 162,316	1,454,147 1,072,652	791,254 655,200	95.39
132	2018 04	AE S	1 - \$1.5	West	LA	Elizabeth Todd	Elizabeth Todd	Niven Howlett	1136593	E130693	819,481	1,185,066	566,641	144.6
133 134 135	2018 04 2018 04	AE S	1 - \$1.5	West	LA LA	Gina Easton Iliana Burgin	Gina Easton Iliana Burgin	Michelle Beauchamp Joe Flores	1037693 1127000	P2153017 E119671	271,890 537,314	1,019,070 1,274,225	571,226 800,100	47.69 67.29
	2018 04	AE \$	1 - \$1.5 1 - \$1.5	West West	LA LA	Joynier Lockett Kelli Schatz	Joynier Lockett Kelli Schatz	Jason Shaffer Helene Juceam	6043558 1160824	E2779978 P2167996	762,884 1,519,180	1,015,952 1,346,864	636,725 819,591	119.8 185.4
136	2018 04	AE S	1 - \$1.5	West	LA LA	Kimberly McKibben Martha Gibson	Kimberly McKibben Martha Gibson	Niven Howlett Eugenia Mazzapica	1236461 1098132	P2179063	314,978 648,207	1,294,851 1,231,063	741,012 756,000	42.59 85.79
	2018 04 2018 04 2018 04		1 - \$1.5	West	LA									
136 137	2018 04	AE S	1 - \$1.5	West West West	LA LA	Michael Manning Nancy Burleson	Michael Manning Nancy Burleson	John Krenzer Eugenia Mazzapica	1105095 1103011	P2185284 P2198172	391,166 730,185	1,218,373 1,316,537	706,121 809,550	
136 137 138 139 140	2018 04 2018 04 2018 04 2018 04 2018 04	AE S AE S AE S AE S	1 - \$1.5 1 - \$1.5 1 - \$1.5	West West West	LA LA	Michael Manning Nancy Burleson Paula Darlas	Nancy Burleson Paula Darlas	Eugenia Mazzapica Jason Shaffer	1103011 1127157	P2185284 P2198172	730,185 433,989	1,316,537 1,447,443	809,550 871,303	90.29 49.89
136 137 138 139 140 141 142 143	2018 04 2018 04 2018 04 2018 04 2018 04 2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5 1 - \$1.5 1 - \$1.5 1 - \$1.5	West West West West West	LA LA LA LA Mountain States	Michael Manning Nancy Burleson Paula Darlas Stephanie Clark Christine Erb	Nancy Burleson Paula Darlas Stephanie Clark Christine Erb	Eugenia Mazzapica Jason Shaffer Michelle Beauchamp Grant Linnen	1103011 1127157 1095851 1509406	P2198172 1509406	730,185 433,989 504,221 680,276	1,316,537 1,447,443 1,384,138 1,115,493	809,550 871,303 878,231 625,000	90.29 49.89 57.49 108.89
136 137 138 139 140 141 142	2018 04 2018 04 2018 04 2018 04 2018 04 2018 04	AE S	1 - \$1.5 1 - \$1.5 1 - \$1.5 1 - \$1.5	West West West West	LA LA LA	Michael Manning Nancy Burleson Paula Darlas Stephanie Clark	Nancy Burleson Paula Darlas Stephanie Clark	Eugenia Mazzapica Jason Shaffer Michelle Beauchamp	1103011 1127157 1095851	P2198172	730,185 433,989 504,221	1,316,537 1,447,443 1,384,138	809,550 871,303 878,231	55.4% 90.2% 49.8% 57.4% 108.8% 45.1% 99.1% 35.9%

10	Count	BI_YEAR_KEY BI_WK_NBR	Title Gro	up Div	ision Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	F	PSID PID-EID	Full Year Net Rev	FY 2018 Budget	2018 First Look Budget Goal	% FY Rev vs First Look Goal
10	148	2018 04	AE \$1-\$1.		Pacific States Pacific States	Melanie Rosehill	Lorraine Sugimoto Melanie Rosehill	Michael Garcia	1072513	P2184814	374,280	1,492,228	600,000 610,000	10.4% 61.4%
Column			AE \$1.5+	Centra									685,678 933.078	71.5% 79.8%
March Marc	151	2018 04	AE \$1.5+	Centra	l MidNorth	Jessica Opat	Jessica Opat	Steve Houselander	1143073		655,946	1,620,000	800,971	81.9% 94.4%
March Marc	153	2018 04	AE \$1.5+	Centra	l MidNorth	Kathryn Grant	Kathryn Grant	Jason Bjorson	1066535		1,324,917	1,980,315	981,049	135.1%
March													1,279,081 793,000	53.9% 106.1%
March										p2162225			1,153,000 1,328,043	63.3% 115.3%
March Marc	158	2018 04	AE \$1.5+	Centra	l MidWest	Franci Massey	Franci Massey	Jamie Hurt	1034636		657,523	2,316,950	1,153,000	57.0% 50.5%
19	160	2018 04	AE \$1.5+	Centra	l MidWest	Ken Deutch	Ken Deutch	Mike Pieper	1511425	1511425	846,443	1,799,111	948,602	89.2%
Mary										KB266303			633,514 721,000	101.2% 57.4%
March Marc									1523320			2,597,594	1,140,324 929,154	52.3% 58.4%
1.00	165	2018 04	AE \$1.5+	Centra	l Texas	Andrea Burson	Andrea Burson	Kristine Gomez	1160840		885,912	1,838,573	850,000	104.2%
10	167	2018 04	AE \$1.5+	Centra	l Texas	Ashley Dudley	Ashley Dudley	Eric Atchley	1219278		392,872	2,017,083	950,000	76.1% 41.4%
March Marc										E014724			1,320,000 1,603,278	89.19 128.59
100 100													1,160,000	92.2% 43.7%
Column	172	2018 04	AE \$1.5+	Centra	l Texas	Jimmy Hare	Jimmy Hare	Rick Barnhart	1098133	P2163432	803,775	4,595,786	1,986,455	40.5%
100 100	174	2018 04	AE \$1.5+			Job Share Flume / Langlois	Job Share: Debra Flume / Angela Dooms Langlois		1081862	/ 1081863	1,868,353	3,104,911	2,077,189	45.89 89.99
The color													1,885,000 1,150,000	84.2% 23.3%
1						Joey Little							1,986,455	22.6% 80.8%
March Marc	179	2018 04	AE \$1.5+	Centra	l Texas	Keith Grubb	Keith Grubb	Eric Atchley	1169553	P2149484	1,232,781	3,917,233	2,060,181	59.8%
March Marc							Lisa Reid						3,972,909 1,986,454	32.5% 132.1%
March Marc										E087347			725,000	60.1% 37.8%
10	184	2018 04	AE \$1.5+	Centra	l Texas	Nicholas Mohamed	Nicholas Mohamed	Kristine Gomez	1239237		655,396	2,381,505	1,000,000	65.5%
100 100	186	2018 04	AE \$1.5+					Shapiro/Hermes	1229513	E242674	1,011,237	8,192,948	2,511,070	20.2% 40.3%
March Marc													825,000 500,000	117.4%
100	189	2018 04	AE \$1.5+	North	east New York	Carlos Jimenez	Carlos Jimenez	Derek Benedict	1009925	P2206127	2,737,778	3,033,712	3,000,000	91.3%
1.00	191	2018 04	AE \$1.5+	North	east New York	Danielle Daley	Danielle Daley	Shapiro/Hermes	1155609		1,880,112	5,777,762	2,400,000	94.9% 78.3%
March	193	2018 04	AE \$1.5+	North	east New York	Donna Ellerson	Donna Ellerson	Jaime Morrison	1126205		868,896	1,643,955	725,000 1,000,000	52.7% 86.9%
1982 1982	194	2018 04	AE \$1.5+	North	east New York	Dylan Larkin	Dylan Larkin	Shapiro/Hermes	1199127	P2174903	216,501	2,283,564	393,928 700,000	55.0% 107.9%
1.00	196	2018 04	AE \$1.5+	North	east New York	Florence O'Brien	Florence O'Brien	Shapiro/Hermes	1198676		2,986,136	12,027,008	4,000,000	74.7%
1985 1985	198	2018 04	AE \$1.5+	North	east New York	Jonathan Auster	Jonathan Auster	Shapiro/Hermes	1170964		544,101	6,757,943	2,122,213	90.8% 25.6%
200 100										P2163337			2,500,000 700,000	88.8% 56.8%
1.00	201	2018 04	AE \$1.5+	North	east Ohio	Aimee Krzyscin	Aimee Krzyscin	Christine Smith	1210557		451,918	2,197,000	1,208,443	37.4%
March Marc	203	2018 04	AE \$1.5+	North	east Ohio	Chris Reid	Chris Reid	Janey Ames	1099815		643,990	1,706,515	1,190,000	33.5% 54.1%
March Color Colo										208644			1,371,574 600,395	70.5% 65.7%
1982 1985	206	2018 04	AE \$1.5+	North	east Ohio	Dianne Haggins	Dianne Haggins	Kevin Tucker	1020318		476,237	1,975,575	1,278,655	37.2% 57.7%
The color of the	208	2018 04	AE \$1.5+	North	east Ohio	Jennifer Babcock	Jennifer Babcock	Mike Chase	1174937		442,670	2,281,668	976,000	45.4%
Proc. Proc													4,454,000 2,230,124	56.2% 39.1%
1-90 1-90	211	2018 04	AE \$1.5+	North	east Ohio	Job Share Steinbrunner / Paul		Laura Lee	1153061	/ 1132198	704.099	4.090.933	1,289,172	54.6%
Part	212		AE \$1.5+			Joseph Trem	Joseph Trem	Christine Smith	1141808			3,110,000	1,248,382	99.1% 75.5%
1.50 1.50	214	2018 04	AE \$1.5+	North	east Ohio	Nicholas Grote	Nicholas Grote	Jim Post	1176298		655,907	1,724,980	900,000	72.9%
201 201													1,243,000 725,000	79.3% 43.8%
27 200 M. 1.33 Printal grape W / M. Lard Felder 1.00 1.0	217							Ron Stricker			724,291	1,958,185	700,000 955,000	103.5% 34.7%
201	219	2018 04	AE \$1.5+	North	east Upstate NY / ME	Ed Glasgow	Ed Glasgow	Natasha Polito	1073335		830,447	1,943,751	1,272,000	65.3%
2.71 2.71	221	2018 04	AE \$1.5+	North	east Upstate NY / ME	Jaime Ralston	Jaime Ralston	Tara MacDonald	1083521		804,372	1,848,621	957,034	36.3% 84.0%
242 1928 M. 15.15 Information Market Power Mode Power													875,043 1,450,000	77.7% 74.8%
2016 March							Julie Kramer						1,070,000	62.2% 66.8%
2.21 2.21	226	2018 04	AE \$1.5+	North	east Upstate NY / ME	Rochester Job Share 1	Job Share: Heahter lannone/Gina Loewenguth	Natasha Polito	1236766	/ 1138360	466,075	2,011,168	1,175,000	39.7%
200 200 500 AF 15.1 Instituted September 9/181 Tens inventional Tens inventional Tens inventional Tens inventional Tens Ten							Job Share: Traci Mcelroy/Elise Gruttadauria Sasha Beadnell		1144307	/ 1138361 E137484			1,310,000 1,277,542	114.8% 63.3%
231 2016 O. A. 1.5. Substitute Version Marker Nat Contring 1119944 1119944 1119944 1119944 1119944 1119944 1119944 1119944 1119944 11													790,000 865.000	74.7% 43.3%
231 232 232 233 24	231	2018 04	AE \$1.5+	North	east Upstate NY / ME	Vanessa Miller	Vanessa Miller	Nick Darling	1191594	E198013	1,102,878	2,066,202	1,400,000	78.8%
2010 2010	233	2018 04	AE \$1.5+		Carolinas				1014270	P2202546	671,185	4,871,681	2,300,000	42.6% 29.2%
2017 2018 Al. 51.5 South Coreles Anotherwood Employabees										/ 1092362			900,000	88.7% 40.1%
2018 2018 24 25.15 50.06 Cereins Samon Brown Emph Zhanca 1990/22 1,275.07 5,006.07 1,205.00 1,2													1,240,000	64.4% 68.3%
200 2010 A	238	2018 04	AE \$1.5+	South	Carolinas	Joanne Brown	Joanne Brown	Emily Zalacca	1089262	E198213	1,232,552	5,069,421	3,000,000	41.1%
2-92 2010 C. M.										P2196087			850,000 1,125,000	32.4% 25.8%
2-81 2010 A K 51.5 50.0h Corolleas Rep Terring Rep Terring Rep Control 5137022 544.607 1.705.105 1.104.75 1.205.00										P2164621			1,299,000	18.6% 47.5%
245 2010 G. M. 51.5 Such Carolina Sharmon Barbour Dammon B	243	2018 04	AE \$1.5+	South	Carolinas	Ryan Fleming	Ryan Fleming	Roy Costner	1517022	-153405	544,407	1,709,105	1,166,473	46.7% 74.8%
247 2010 64 Af 51-5 South Corollans Toph yelland Depty Howeld Mark Lived 2002-05 2010 64 Af 51-5 South Foreign Toph yelland To	245	2018 04	AE \$1.5+	South	Carolinas	Shannon Barbour	Shannon Barbour	Jon Bloom	1011048	P2192569	576,116	2,291,261	1,528,000	37.7%
248 2018 64 Af 51.5 South Carolinas Young Makend Tony Rakend Not Notice 1000A62 007776 1,490,002 4,671,164 2,750,000 1,661,48 1,671,004 1,661,48 1													950,000 500,000	25.1% 65.0%
250 2018 0 AE 51.5 South Florida Anne Marie Burns Anne Marie Burns 1502896 12727344 423,221 2,07.7515 1,30,000	248	2018 04	AE \$1.5+	South	Carolinas	Tony Ruland	Tony Ruland	Matt Livoti	1002462		1,490,402	6,073,164	2,750,000	54.2% 29.6%
2232 2010 Cl. Af 53.5 South Florida Curre Showafter Nich Anddecombe 1005/67 P2157944 765,279 1,020,061 1,127,100 1,227,061 1,227,071	250	2018 04	AE \$1.5+	South	Florida	Anne Marie Burns	Anne Marie Burns	Chuck Budt	1502896		429,821	2,057,516	1,040,000	41.3%
2011 0.4 Af 51.5 South Florida Dan Bell D	252	2018 04	AE \$1.5+	South	Florida	Carrie Showalter	Carrie Showalter	Nick Puddicombe	1502679		765,279	1,502,063	1,336,800 1,379,700	41.9% 55.5%
255 2018 04 AE 51.5 50.00th Florida Dana Pererica Dana Perer	253	2018 04	AE \$1.5+	South	Florida		Dan Bell	John Fennessy	1004616		366,134	1,878,301	1,237,000 1,218,000	29.6% 94.2%
227 2018 Q AZ 51.5 South Florida Eva Carter	255	2018 04	AE \$1.5+	South	Florida	Diana Perreira	Diana Perreira	Chris Kelley	1040879	P217393	2,626,437	3,435,345	2,140,000	122.7%
299 2018 04	257	2018 04	AE \$1.5+	South	Florida	Eva Carter	Eva Carter	Nick Puddicombe	1502646		1,089,558	1,924,271	1,575,000	69.2%
201 201 04	259	2018 04	AE \$1.5+	South	Florida	Greg Hubbard	Greg Hubbard	Chris Kelley	1503147	P2162471	884,349	2,230,677	1,855,000	62.5% 47.7%
202										P2150630			1,263,000 1,130,343	40.1% 56.0%
264 2018 Old AE 51.5+ South Florida John Muples John Muples Kimberty Winters 1016.186 Cfu.st But 1505.55 2218.094 AE 51.5+ South Florida John Muples Laurie Lattimore Laurie Lattimore Steve Cultar G007618 742.055 2,959.081 1.116.05	262	2018 04	AE \$1.5+	South	Florida	Janey Hallberg	Janey Hallberg	Chuck Budt	1503094		3,940,319	5,203,643	2,392,000	164.7% 69.5%
266 2018 Old AE 51.5+ South Florida Surve Cultar Steve Cultar 150.075 2.959.081 1.116.05 2.959.081 1.116.05 2.959.081 1.116.05 2.959.081 2	264	2018 04	AE \$1.5+	South	Florida	John Maples	John Maples	Kimberly Winters	1016186		605,176	1,599,211	1,350,000	44.8%
267 2018 Old AE 51.5+ South Florida Mark Menges Mark Menges Gary Trellen 102238 P.136538 175,040 2,677,054 524,000 268 2018 Old AE 51.5+ South Florida Michael Young Michael Young Steve Cultar 1505217 P.2184831 222,860 2,046,076 504,851 270 2018 Old AE 51.5+ South Florida Norman Chiger Gary Trellen 1000847 1.151,063 1.752,353 1.696,851 1.672,740 1.272 2018 Old AE 51.5+ South Florida Pate Hendryx Paige Holley Norm Pivel 1502344 P.2204641 1.755,335 1.969,816 1.025,600 2.773 2018 Old AE 51.5+ South Florida Pat Hendryx Paige Holley Norm Pivel 1505346 P.2204641 1.755,335 1.969,816 1.025,600 2.773 2018 Old AE 51.5+ South Florida Robert Klomp Robert Klomp Steve Cultar 1505498 1.247,040 3,666,800 2.540,000 2.775 2.018 Old AE 51.5+ South Florida Robert Richmond Paula Gaustatal 1022795 P.2184944 882,004 2.131,266 1.755,000 2.775 2.018 Old AE 51.5+ South Florida Robert Richmond Paula Gaustatal 1022795 P.2184944 882,004 2.131,266 1.755,000 2.775 2.018 Old AE 51.5+ South Florida Shella Usher Shella Usher Kimberly Winters 105,004 P.2183797 2.128,700 2.288,000 2.777 2.018 Old AE 51.5+ South Florida Shella Usher Shella Usher Kimberly Winters 105,004 P.2183797 2.208,000 2.777 2.018 Old AE 51.5+ South Florida Steve Perkins Steve Perkins Chuck But 15,00234 P.218,379 2.06,1051 4.210,331 2.288,000 2.018 Old AE 51.5+ South Florida Steve Perkins Steve Perkins Chuck But 15,00246 2.488,000 2.988,0										P2162090			1,196,000 1,116,054	59.5% 66.5%
209 2018 Old AE 51.5+ South Florida Norman Chiger Norman Chiger Gary Tietlen 1000847 1.151,063 1.22,860 2.046,076 1.672,741,1561 1.672,740 1.272 2.018 Old AE 51.5+ South Florida Pate Hendry Paige Holley Norm Pivel 1002944 2.224,6641 1.755,335 1.989,816 1.925,60 2.727 2.018 Old AE 51.5+ South Florida Robert Klomp Robert Klomp Robert Klomp Steve Cullar 1.050,498 1.247,044 3.66,250 2.540,20 2.540,20 2.740,20	267	2018 04	AE \$1.5+	South	Florida	Mark Menges	Mark Menges	Gary Tietjen	1022398		175,404	2,677,054	524,400 3,592,000	33.4% 109.0%
271 2018 Old AE 51.5+ South Florida Paige Holley Paige Holley Norm Pyfel 1307344 2208641 1.755,335 1,969,8163 1,025,00	269	2018 04	AE \$1.5+	South	Florida	Michael Young	Michael Young	Steve Culkar	1505217		222,860	2,046,076	504,858	44.1%
272 2018 Old AE 51.5 South Florida Pat Hendryx John Femensy 1,508,00 2,142,227 697,512 1,568,633 1,088,00 2,74 2018 Old AE 51.5 South Florida Robert Richmond Robert Richmond Paula Gaustad 102,779 2,129,44 852,004 2,111,266 1,752,00 2,76 2,018 Old AE 51.5 South Florida South Fidhurst Chuck Budt 1,002,867 2,193,739 1,156,411 2,452,127 1,404,00 2,76	271	2018 04	AE \$1.5+	South	Florida	Paige Holley	Paige Holley	Norm Pytel	1502944		1,755,335	1,969,816	1,667,400 1,925,600	69.0% 91.2%
274	272		AE \$1.5+			Pat Hendryx	Pat Hendryx	John Fennessy		p2143227	697,512	1,568,893	1,098,000 2,540,200	63.5% 49.1%
276	274	2018 04	AE \$1.5+	South	Florida	Robert Richmond	Robert Richmond	Paula Gaustad	1022795		892,004	2,131,286	1,752,000	50.9% 82.4%
278 2018 Old AE 51.5+ South Florida Susan Forte Susan Forte Steve Culkar 6009441 2702856 1.444.500 3.748.418 2.730.60 279 2018 Old AE 51.5+ South Florida Susan Green Susan Green Chris Kelley 1505466 5465574 1.417.406 1.907.273 1.800.00 280 2018 Old AE 51.5+ South Florida Sury Culver Sury Culver Pauls Gaustad 1508479 501.409 591.380 1.513.600 590.000 281 2018 Old AE 51.5+ South Florida Telenan fores Telenan fo	276	2018 04	AE \$1.5+	South	Florida	Sheila Usher	Sheila Usher	Kimberly Winters	1015260	P2181997	2,129,749	2,989,125	2,520,000	84.5%
279		2018 04	AE \$1.5+		Florida			Steve Culkar	6009441	P2702856	1,444,360	3,748,418	2,288,000 2,730,603	90.1% 52.9%
281 2018 04	279	2018 04	AE \$1.5+	South	Florida	Susan Green	Susan Green	Chris Kelley	1505846	E468574	1,417,406	1,907,273	1,800,000 950,000	78.7% 104.4%
281 2018 04 AE 51.5 South Florida Vicki Farrell Vicki Farrell Norm Pytel 1016233 P220689 1,441,024 2,783,383 2,512,700 224 2018 04 AE 51.5 South Southeast Amy Mabase Amy Nabase South Read 155102 AK204068 255,776 1,586,246 975,000 285 2018 04 AE 51.5 South Southeast India Newgard John Wiegard John Wiegar	281	2018 04	AE \$1.5+	South	Florida	Teleana Jones	Teleana Jones	Kimberly Winters	1503911		1,179,152	1,627,571	1,110,000	106.2%
284 2018 Old AE 51.5+ South Southeast Amy Kabase Amy Kabase Scott Reed 1317012 AZ240468 245,576 1,638,246 975,001 285 2018 Old AE 51.5+ South Southeast Brian Eckley Sint Eckley Southeast Sint Eckley Sint Eckley Sint Eckley Sint Eckley Southeast Sint Eckley S	283	2018 04	AE \$1.5+	South	Florida	IIm Shumway_Regional Vicki Farrell	Vicki Farrell	Norm Pytel	1016233		1,441,024	2,783,338	2,288,000 2,517,200	73.8% 57.2%
285 2018 04 AE 51.5+ South Southeast John Wiegand John Wiegand Mitch Fain 1168324 P2187299 450.003 1,671,254 750,000 287 2018 04 AE 51.5+ West LA Adlink Job Share: Laura Chas/Deanne Stuchan Derek Messana 1130184 / 1131063 4,566,754 18,428,043 5,044,44 288 2018 04 AE 51.5+ West LA Bill Mee Bill Mee Mitchelle Beauchamp 1102872 P2192314 1,141,737 2,270,599 1,041,13 289 2018 04 AE 51.5+ West LA Dawn Prather Dawn Prather Niven Howlett 1105506 P2145223 3,734,773 4,184,865 2,670,14 290 2018 04 AE 51.5+ West LA Debble finke Dobble finke Niven Howlett 1105506 P2145223 3,734,773 4,184,865 2,670,14 290 2018 04 AE 51.5+ West LA Debble finke Niven Howlett <td></td> <td></td> <td>AE \$1.5+</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>1,636,246</td> <td>975,000 1,094,000</td> <td>25.29 21.59</td>			AE \$1.5+									1,636,246	975,000 1,094,000	25.29 21.59
288 2018 04 AE 51.5+ West LA Bill Mee Michelle Beauchung 1102872 2123214 1,141,737 2,270,599 1,040,13 289 2018 04 AE 51.5+ West LA Dawn Prather Dawn Prather Niven Howlett 1105506 2143523 3,734,273 4,189,485 2,670,14 290 2018 04 AE 51.5+ West LA Debble Finite Niven Howlett 1107639 6172840 558,255 1,913,326 1,233,79 200 2018 04 AE 51.5+ West LA Debble Finite Niven Howlett 1107639 6172840 558,255 1,913,326 1,233,79	286	2018 04	AE \$1.5+	South	Southeast	John Wiegand	John Wiegand	Mitch Fain	1166324	P2187299	450,403	1,671,254	750,000	60.1%
290 2018 04 AE \$1.5+ West LA Debbie Finke Debbie Finke Niven Howlett 1170639 E172840 558,255 1,911,328 1,233,79	288	2018 04	AE \$1.5+	West	LA	Bill Mee	Bill Mee	Michelle Beauchamp	1102872	P2192314	1,141,737	2,270,599	1,404,130	90.5% 81.3%
291 2018 04 AE \$1.5+ West LA Gina Mysel Gina Mysel Tom Laky 1216111 P2180320 1.923.276 10,757.4ns 2786.77	290	2018 04	AE \$1.5+		LA				1170639	E172840	558,255	1,911,328	2,670,149 1,233,791	139.99 45.29
	291 292								1216111	P2180320 P2181196	1,923,276 1.452.284	10,252,406 10,667,749	2,786,277 2,792,617	69.0% 52.0%
293 2018 04 AE \$1.5+ West LA Jack Greenspon Jack Greenspon Kelly Reed 1220567 232124 53,546 2,577,660 1,232,00	293	2018 04	AE \$1.5+	West	LA	Jack Greenspon	Jack Greenspon	Kelly Reed	1220567	232124	53,546	2,577,660	1,232,000	4.3%
295 2018 04 AE \$1.5+ West LA Johanna Flores Johanna Flores Niven Howlett 1061981 P2201738 908,977 1,734,077 897,72-	295	2018 04	AE \$1.5+	West	LA	Johanna Flores	Johanna Flores	Niven Howlett	1061981	P2201738	908,977	1,734,077	2,103,818 897,724	147.2% 101.3%
													3,520,000 2,464,000	9.1% 0.7%
298 2018 04 AE \$1.5+ West LA Lisa Behr Lisa Behr Joe Flores 1127154 E119668 803,977 1,610,456 1,420,02	298	2018 04	AE \$1.5+	West	LA	Lisa Behr	Lisa Behr	Joe Flores	1127154	E119668	803,977	1,610,456	1,420,020	56.6% 20.3%
300 2018 04 AE \$1.5+ West LA Lisa Hatch Lisa Hatch Joe Flores \$1143480 E139754 2,137,415 2,041,628 1,362,37	300	2018 04	AE \$1.5+	West	LA	Lisa Hatch	Lisa Hatch	Joe Flores	1143480	E139754	2,137,416	2,041,628	926,093 1,362,375 5,104,000	20.3% 156.9% 10.8%

Count BI_Y	YEAR_KEY BI_WK_NBR		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
302 303	2018 04 2018 04	AE \$1.5+ AE \$1.5+	West	LA LA	Lydia Matus Maria Curry	Lydia Matus Maria Curry	Tom Laky Kelly Reed	1056609 1228843	P2145004	1,851,097 608,303	10,826,905 11,029,736	3,228,907 5,280,000	57.3% 11.5%
304 305	2018 04 2018 04	AE \$1.5+ AE \$1.5+	West	LA LA	Mark Milner Merribeth Gal	Mark Milner Merribeth Gal	John Krenzer	1127433 1101704	E119581 P2180991	453,928 651,361	2,218,515 2,353,262	1,333,149 1,432,620	34.0% 45.5%
306 307	2018 04 2018 04	AE \$1.5+ AE \$1.5+	West	LA LA	Michael Fong Michael Lauer	Michael Fong Michael Lauer	Tom Laky Dereck Messana	1228278 1174794	P2164537	2,455,172 2,709,545	9,584,388 8,034,891	3,568,032 2,559,759	68.8% 105.9%
308 309 310	2018 04 2018 04 2018 04	AE \$1.5+ AE \$1.5+ AE \$1.5+	West West West	LA LA LA	Randy Moses Richard Waisfisz Sean Broderick	Randy Moses Richard Waisfisz Sean Broderick	Helene Juceam Dereck Messana Helene Juceam	1084251 1238790 1127159	E069589 P2350807 P2155213	488,462 1,334,512 886,356	1,559,213 8,282,103 1,878,328	1,018,927 2,837,972 1,151,903	47.9% 47.0% 76.9%
311 312	2018 04 2018 04 2018 04	AE \$1.5+ AE \$1.5+	West	Pacific States Pacific States	Jaime Kagawa John Padeken	Jaime Kagawa John Padeken	Michael Garcia Michael Garcia	1045984 1118224	P2173700 P2161356	271,787 135,006	1,915,000 1,602,014	950,000 900,000	28.6% 15.0%
313 314	2018 04 2018 04 2018 04	AE \$1.5+ AE \$1.5+	West	Pacific States Pacific States Pacific States	Julie Carter Melissa Orr	Julie Carter Melissa Orr	Jeff McGowan Jason Mitchell	1517532 1521639	MO270275	412,105 437,317	1,581,834 1,608,268	730,000 730,000 650,000	56.5% 67.3%
315 316	2018 04 2018 04 2018 04	AE \$1.5+ AE \$450 - \$699	West	Pacific States MidNorth	Mike DellaVella Aaron Woodford	Mike DellaVella Aaron Woodford	Sherry Santana Terri Hoepner	1513195 1534554	MD151319	558,232 305.101	1,665,499 616.926	850,000 850,000 301.613	65.7% 101.2%
317 318	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	Central	MidNorth MidNorth	Alan Olson Andrea Blader	Alan Olson Andrea Blader	Jamie Miller Paul Sweet	1515825 1529744	atolson AB407908	326,926 234,102	545,000 693,380	265,500 378,661	123.1% 61.8%
319 320	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	Central	MidNorth MidNorth	Barry Peterson Betsy Maloney	Barry Peterson Betsy Maloney	Bill Van Koevering Paul Sweet	1513133 1510693	bmaloney	90,580 69,139	490,237 675,981	200,000 352,868	45.3% 19.6%
321 322	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	Central	MidNorth MidNorth	Blake Benner Bonnie Nimmo	Blake Benner Bonnie Nimmo	Todd McNally Ryan Krajewski	1523724 1511414	2901863 593690	424,630 156,003	615,000 595,768	300,000 297,377	141.5% 52.5%
323 324	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Catherine Flottmeyer Chris Whitburn	Catherine Flottmeyer Chris Whitburn	Jan Letko Joe Tessmer	1204462 1508725	E213179	140,013 222,442	504,031 472,564	237,102 215,000	59.1% 103.5%
325 326	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Doug Mitchell Heidi Frei	Doug Mitchell Heidi Frei	Joe DeBiak Terri Hoepner	1509811 1524991	Dmitchel heidi.fr	201,847	492,000 580.343	250,000 278.726	80.7% 94.9%
327 328	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Jeremiah Lewis Jerry Siptroth	Jeremiah Lewis Jerry Siptroth	Kristen Hall Ryan Krajewski	1524233 1524856	2947652	266,102 284,821	481,000 487,525	233,630 219,848	113.9% 129.6%
329 330	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	John Short Kirt Schubring	John Short Kirt Schubring	Kristen Hall Joe Tessmer	1532828 1511401	JS416644 1511401	115,384 134,207	602,000 644,475	300,000 291,827	38.5% 46.0%
331 332	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	Central	MidNorth MidNorth	Kristin Larsen Lisa Neumann	Kristin Larsen Lisa Neumann	Ryan Krajewski Steve Houselander	1509792 1517524	KL235989 LN244472	292,854 291,446	693,439 625,000	323,517 277,845	90.5% 104.9%
333 334	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	Central	MidNorth MidNorth	Lisa Ross Lori Gilmer	Lisa Ross Lori Gilmer	Tad Spading Joe DeBiak	1517735 1518419	2467684 Igilmer	222,137 284,154	602,610 538,000	295,000 256,000	75.3% 111.0%
335 336	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	Central	MidNorth MidNorth	Mary Mooney Michelle Murdick	Mary Mooney Michelle Murdick	Jan Letko Kristen Hall	1182163 1529358	180813 mmurdick	247,467 355,323	583,894 549,000	240,771 275.000	102.8% 129.2%
337 338	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	Central	MidNorth MidNorth	Nick Evangelista	Nick Evangelista Peter Bartingale	Steve Houselander Terri Hoepner	1236875 1512485	P2328796 1088378	125,911 279,157	555,472 486,765	271,388 231,726	46.4% 120.5%
338 339 340	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	Central	MidNorth	Peter Bartingale Trey Warren	Trey Warren	Joe DeBiak	1512485 1509818 1035482	1088378 twarren1 P2187097	75,561 105,119	486,765 510,000 485,808	231,726 239,323 230,000	120.5% 31.6% 45.7%
341 342	2018 04	AE \$450 - \$699	Central	MidWest MidWest MidWest	Brian Kelley Carole Vierling	Brian Kelley Carole Vierling	Mark Rouse Mike Elam	1520191 1513602	1520191	134,982	547,742	380,108	35.5%
343	2018 04	AE \$450 - \$699	Central	MidWest	Jimmy Sams Kathi Norrington	Jimmy Sams Kathi Norrington	Kevin Noel Carol Rudofski	1532227	js142833 1532227	88,955 152,127	489,939 452,420	215,003 228,462	41.4% 66.6%
344 345	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	Central	MidWest MidWest	Kathy Guetersloh Melissa Kommer	Kathy Guetersloh Melissa Kommer	Carol Rudofski Carol Rudofski	1520462 1534755	mk43760	109,400 77,153	453,528 484,461	224,424 228,462	48.7% 33.8%
346 347	2018 04 2018 04	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	327,304 149,679	648,782 564,075	312,500 265,500	104.7% 56.4%
348 349	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	Central	MidWest MidWest	Sherry Norvell Tom Ruesch	Sherry Norvell Tom Ruesch	Mike Pieper Bonnie Gallagher	1509195 1518816	1509195	310,554 269,043	645,579 585,511	284,580 298,500	109.1% 90.1%
350 351	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	Central	MidWest Texas	Victor Everett Abraham Herndon	Victor Everett Abraham Herndon	Lori Brown Raymond May	1238667 6019950	P2342675 P2729512	269,618 189,073	460,161 600,112	144,394 350,000	186.7% 54.0%
352 353	2018 04	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	231,274 137,606	629,340 606,913	298,295 243,000	77.5% 56.6%
354 355	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	Central	Texas Texas	Bernadette Garza Dana DeLuna	Bernadette Garza Dana DeLuna	Michael Keesee Sally Martinez	1115009 1151450	e105021	233,259 199,638	616,115 535,317	270,000 300,000	86.4% 66.5%
356 357	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	Central	Texas Texas	Daniel Coleman Deanna DeKay	Daniel Coleman Deanna DeKay	Michael Keesee Nathan McCray	1116158 1085004	e106272 2166895	162,026 106,798	665,424 600,000	299,579 350,975	54.1% 30.4%
358 359	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	Central	Texas Texas	Geneva Duncan Gregory Alvarado	Geneva Duncan Gregory Alvarado	Nathan McCray Steven Brooks	6016220 1234435	Ginny.du E248459	354,286 131,008	584,999 504,635	303,550 200,000	116.7% 65.5%
360 361	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	Central	Texas Texas	Hilda Duron Katherine Bourgeois	Hilda Duron Katherine Bourgeois	Sally Martinez Sean Lervaag	1137800 6037075	P2155621 P2765725	279,171 230,175	540,160 525,000	298,295 250,000	93.6% 92.1%
362 363	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	Central	Texas Texas	Lita Box Robert Cooperman	Lita Box Robert Cooperman	Sean Lervaag Sean Lervaag	1221620 1164816	E233297	487,534 386,867	481,489 637,513	280,000 400,000	174.1% 96.7%
364 365	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	Central	Texas Texas	Shannon Kimball Wes Chatfield	Shannon Kimball Wes Chatfield	Nathan McCray Steven Brooks	6017129 1101694		45,024 223,174	474,995 596,411	155,550 350,000	28.9% 63.8%
366 367	2018 04 2018 04	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	839,046 155,185	682,631 469,523	300,000 300,000	279.7% 51.7%
368 369	2018 04 2018 04		Northeast Northeast	New York New York	Jeffrey Ginsberg Robert Commentucci	Jeffrey Ginsberg Robert Commentucci	Staten Island LSM Derek Benedict	1006735 1228505		89,770 306,173	593,696 619,047	350,000 300,000	25.6% 102.1%
370 371	2018 04 2018 04		Northeast Northeast	Ohio Ohio	Amy Ross Brynn Doherty	Amy Ross Brynn Doherty	Karen Pope Christine Smith	1236800 6045097	E251227	222,111 57,242	640,243 606,221	450,000	49.4%
372 373	2018 04 2018 04		Northeast Northeast	Ohio Ohio	Dale Otto Gary Kepler	Dale Otto Gary Kepler	Dino Gerdeman Jim Post	6023192 1187024	P2735423 P2194753	139,789 275,588	459,977 534,143	279,000 425,000	50.1% 64.8%
374 375	2018 04 2018 04		Northeast Northeast	Ohio Ohio	Jessica Kirkwood Joseph Seither	Jessica Kirkwood Joseph Seither	Annie Keith Jim Post	1152480 1188577	P2161062	287,845 214,663	602,862 680,606	328,601 425,000	87.6% 50.5%
376 377	2018 04 2018 04		Northeast Northeast	Ohio Ohio	Julie Orick Kara Riccardi	Julie Orick Kara Riccardi	Jim Post Annie Keith	1231767 1225433	P2279938 P2159929	294,466 305,083	504,811 584,854	225,000 396,445	130.9% 77.0%
378 379	2018 04 2018 04	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	354,051 210,566	681,356 530,704	531,232 313,853	66.6% 67.1%
380 381	2018 04 2018 04		Northeast Northeast	Ohio Upstate NY / ME	Taylor Booth Barry Defilipp	Taylor Booth Barry Defilipp	Dino Gerdeman Doug Foerster	1219128 1123733	P2168681 e115102/	138,334 205.162	594,553 695.773	334,000 330.663	41.4% 62.0%
382 383	2018 04 2018 04		Northeast Northeast	Upstate NY / ME Upstate NY / ME	Benjamin Collins Daisy Dawson	Benjamin Collins Daisy Dawson	Nick Darling Erin Duffy	1236763 6008820	2331214 p2700964	63,246 61,283	532,214 507,197	375,000 164,000	16.9% 37.4%
384 385	2018 04 2018 04	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	351,471 298,064	667,830 639,734	480,000 430,000	73.2% 69.3%
386 387	2018 04 2018 04	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	181,934 152,184	552,233 481,541	275,000 320,000	66.2% 47.6%
388 389	2018 04 2018 04	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	281,365 185,319	619,379 500,204	432,000 250,000	65.1% 74.1%
390 391	2018 04 2018 04	AE \$450 - \$699	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Mary Kirch Melissa Mever	Mary Kirch Melissa Mever	Jennifer Loonan Ron Nagy	1073303 1061769	E055765 P2199641	394,222 385.501	688,508 667.101	472,000 594.000	83.5% 64.9%
392 393	2018 04 2018 04	AE \$450 - \$699	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Michael Benjamin Mike DeMichele	Michael Benjamin Mike DeMichele	Nick Darling Doug Foerster	1223710 1001912	p2167637 P2177443	267,534 205,215	612,291 657,014	500,000 454,000	53.5% 45.2%
394 395	2018 04 2018 04		Northeast	Upstate NY / ME Carolinas	Paula Hilinski David Hall	Paula Hilinski David Hall AE	Bonita Elias Stephanie Collins	1097934 1200493	P2175388	214,879 96,715	591,182 466,744	360,000 420,000	59.7% 23.0%
396 397	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Carolinas	Debbie Gloria Debbie Hannaford	Debbie Gloria Debbie Hannaford	Stephanie Collins Teresa Vause	1014856 1146367	p2148603 P2148667	162,798 90,463	569,960 450,913	460,000 226,000	35.4% 40.0%
398 399	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Carolinas Carolinas	Donna Tritt Emily Sabo	Donna Tritt Emily Sabo	Donna Hammett Dwight Ardoin	1523514 6013011	1523514 P2711754	212,357 139,845	597,398 483,659	307,454 205,600	69.1% 68.0%
400 401	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	South	Carolinas	Jennipher Swanner Kimberly Perry	Jennipher Swanner Kimberly Perry	Rob Padgett Summer Hamdan	1014613 1219101	E001481 e230416	170,721 121,260	590,985 480.713	350,000 275.000	48.8% 44.1%
401 402 403	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Carolinas Carolinas	Kristi Tucker Linda Allen	Kristi Tucker Iinda allen	Summer Hamdan Summer Hamdan Dwight Ardoin	1136057 1508349	P2195316 1508349	124,144 217,867	689,037 504,428	400,000 298,683	31.0% 72.9%
404 405	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Carolinas Carolinas	Mandi Thompson Mary Smith	Mandi Thompson Mary Smith	Teresa Vause Dody Yarborough	1161244 1145280	E161815 P2174085	287,427 70,328	600,803 651,059	326,000 284,000	72.9% 88.2% 24.8%
405 406 407	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Carolinas Carolinas	Maryeleanor Hart Randall Omer Tomlinson	Maryeleanor Hart Randall Omer Tomlinson	Rob Padgett Jody Walker Little	1095124 1509966	otomlins	253,647 92,006	484,652 607,515	320,000 200,000	79.3% 46.0%
408 409	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Carolinas Florida	Stephanie Rose Isel Hardwick	Stephanie Rose Isel Hardwick	Darryl Heller Kimberly Winters	1517010 6020471	sr240467 P2730444	41,749 213,893	602,575 557,302	377,512 490,000	46.0% 11.1% 43.7%
410 411	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Florida Florida	Stacey McPherson Stacy Sercus	Stacey McPherson Stacy Sercus	Nick Puddicombe Kimberly Winters	6016174 6020984	P2720003 p2731376	278,698 420,086	661,124 685,407	345,000 345,000 355.000	80.8% 118.3%
412 413	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Florida Florida	Sylvia Ducote Tara Foreman	Sylvia Ducote Tara Foreman	Nick Puddicombe Tom Sweat	6021994 1501992	P2733342 P2160402	548,614 503,540	461,423 678,998	344,300 415,280	159.3% 121.3%
414 415	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Southeast Southeast	Allen Arnold Barry Wilson	Allen Arnold Barry Wilson	John Payne Jeff Fritz	6026259 1514674	P2160402 P2742331 barry.wi	156,917 96,010	565,343 478,741	294,000 300,000	53.4% 32.0%
415 416 417	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Southeast Southeast	Beau Moore Brandy Musick	Beau Moore Brandy Musick	Gene Hardy John Moore	1166670 1526685	P2159184 22447290	98,017 98,017 90,807	690,928 691,860	260,000 260,000 605,000	37.7% 15.0%
417 418 419	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Southeast Southeast Southeast	Brandy Musick Brett Robison Charles Measel	Brett Robison Charles Measel	Scott Reed Scott Reed	1525685 1535038 1026702	P2297581	90,807 215,122 107,696	691,860 651,109 660,000	240,000 225,000	15.0% 89.6% 47.9%
420 421	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Southeast Southeast	David Mark Drake Evie White	David Mark Drake Evie White	John Moore Chris Munson	1514361 1517743	1517743	141,126 128.801	586,490 586,749	340,000 510,000	47.5% 41.5% 25.3%
421 422 423	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Southeast Southeast	Heather Brown Jeffrey Dwyane Melton	Heather Brown Jeffrey Dwyane Melton	Brian McDowall Scott Reed	1517/43 1514130 1513151	1517/43 1514130 jm132012	128,801 137,063 76,247	586,749 550,537 521,552	325,000 260,000	25.3% 42.2% 29.3%
423 424 425	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Southeast Southeast	Kenneth Pierce Lori Matlock	Kenneth Pierce Lori Matlock	Brian McDowall Kevin Kee	1513151 1510300 1535451	1510300 LM441994	76,247 203,254 46,978	521,552 567,239 503,671	340,000 300,000	29.3% 59.8% 15.7%
425 426 427	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	South	Southeast Southeast	Rich Chandler Thomas LaGuardia	Rich Chandler Thomas LaGuardia	George Robbins John Payne	1166307 1518631	1518631	73,725 197,454	503,671 694,907 588,851	155,000 386,000	47.6% 51.2%
427 428 429	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	West	LA LA	Anna-Marie Frost Barnaby Hitzig	Anna-Marie Frost Barnaby Hitzig	Derek Eggers Eugenia Mazzapica	1518631 1119531 1197929	P1119351 p2163693	197,454 426,924 287,080	588,851 688,525 692,674	386,000 375,000 453,600	51.2% 113.8% 63.3%
429 430 431	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	West	LA LA	Bill French Bonnie Williams	Bill French Bonnie Williams	Jason Shaffer Lance Lowrie	1197929 1102922 1105172	p2163693 E093176	289,154 434.124	692,674 635,525 640,487	453,600 264,600 387,450	109.3% 112.0%
432	2018 04	AE \$450 - \$699	West	LA	Deborah Martinez	Deborah Martinez	John Krenzer	1104954	P2155747	136,268	570,383	316,070	43.1%
433 434 435	2018 04 2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695 AE \$450 - \$695	West	LA LA	Gina Tyrrell Jaime Portillo	Gina Tyrrell Jaime Portillo	Eugenia Mazzapica Lance Lowrie	1217410 1130925 1233825	P2157361 P2151157 P2308682	221,741 150,934 314,535	622,452 698,965 503,074	388,024 403,200 306,274	57.1% 37.4% 102.7%
436	2018 04	AE \$450 - \$699	West	LA LA	Jamie Harris Leslie Moguel	Jamie Harris Leslie Moguel	Joshua Stratton Lance Lowrie	6009425	P2308682 E702655	289,011	651,781	390,600	74.0%
437 438	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	West	LA LA Mountain States	Meghan Garvey Tami Arrieta	Meghan Garvey Tami Arrieta	Lance Lowrie Mike Jaffe	1127002 1102444	p2171249	236,062 71,913	696,988 495,595	346,500 275,000	68.1% 26.2%
439 440	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	West	Mountain States Mountain States	Angela Costopoulos Angela Wetzel	Angela Costopoulos Angela Wetzel	Todd Andrews Raymond May	1521494 1526648	E674746	194,166 273,734	551,842 555,040	350,000 310,000	55.5% 88.3%
441 442	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	West	Mountain States Mountain States	Dawn King Heather Hayes	Dawn King Heather Hayes	Grant Linnen Todd Andrews	1528401 1515252	E674753 1896659	224,443 126,187	665,677 602,757	375,000 315,000	59.9% 40.1%
443 444	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	West	Mountain States Mountain States	Jerrod Lindblom Jolie Grant	Jerrod Lindblom Jolie Grant	Grant Linnen Grant Linnen	1534272 1514677	1534272	168,238 324,082	486,887 597,045	290,000 350,000	58.0% 92.6%
445 446	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	West	Mountain States Mountain States	Joyce Davison Julie Thomason	Joyce Davison Julie Thomason	Marcelle Jones Marcelle Jones	1521047 1528822	1521047 E674758	252,995 223,589	617,339 501,424	350,000 280,000	72.3% 79.9%
447 448	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	West	Mountain States Mountain States	Keely Hays Laura Taylor	Keely Hays Laura Taylor	Marcelle Jones Heath Corley	1520904 6027430	1520904 P2744674	198,445 116,774	592,162 508,014	300,000 315,000	66.1% 37.1%
449 450	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	West	Mountain States Mountain States	Laurie Evans Lindsay Wise	Laurie Evans Lindsay Wise	Heath Corley Todd Andrews	1521048 1533427	2700305 1533427	203,794 380,106	550,642 652,242	325,000 350,000	62.7% 108.6%
451 452	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	West	Pacific States Pacific States	Abe Montejano Angela Lynch	Abe Montejano Angela Lynch	Sherry Santana Jeff McGowan	1529396 1530447	amonteja P2051745	100,681 124,231	607,793 631,223	500,000 310,000	20.1% 40.1%
453 454	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	West	Pacific States Pacific States	Brian Solwick Carol Rice	Brian Solwick Carol Rice	Jeff McGowan Donald Stone	6001715 1500843		148,003 75,540	498,259 660,698	250,000 280,000	59.2% 27.0%
455 456	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	West	Pacific States Pacific States	Grant Brostrom Ina Wilson	Grant Brostrom Ina Wilson	Christine Lyles Smith Sherry Santana	1529992 1521779	E674763 ina.wils	279,816 118,818	683,247 560,661	315,000 325,000	88.8% 36.6%
457	2018 04	AE \$450 - \$699	vvest	Pacific States	Jeremy Bakke	Jeremy Bakke	Amber Aguirre	6017047	p2722134	309,026	552,703	353,327	87.5%

Count BI_Y	EAR_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	st Look Budget Goal % FY Rev vs	First Look Goal
458 459	2018 04 2018 04	AE \$450 - \$699 AE \$450 - \$699	West West	Pacific States Pacific States	Lisa Hovey Mario Martinez	Lisa Hovey Mario Martinez	Kendall Char Donald Stone	1239786 1502889		305,531 93,695	553,120 499,625	80,000 285,000	381.9% 32.9%
460 461	2018 04 2018 04	AE \$450 - \$695 AE \$450 - \$695	West	Pacific States Pacific States	Theresa Zwan Tim Doan	Theresa Zwan Tim Doan	Amber Aguirre Jason Mitchell	1527859 1511789	E674751 858662	282,564 141,775	641,703 597,874	344,829 350,000	81.9% 40.5%
462 463	2018 04 2018 04	AE \$450 - \$699 AE \$700 - \$999	Central	Pacific States MidNorth	Todd Sims Becky Baker	Todd Sims Becky Baker	Jeff McGowan Paul Sweet	6035734 1511308	P2762655 RB515125	35,966 352,296	608,933 849,542	375,000 395,819	9.6% 89.0%
464 465	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999	Central	MidNorth MidNorth	Cassie Van Brocklin Jennifer Tragas	Cassie Van Brocklin Jennifer Tragas	Kristen Hall Paul Sweet	1512187 1515566	1024801 1515566	707,755 190,823	806,000 716,859	400,000 445,928	176.9% 42.8%
466 467	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	Central	MidNorth MidNorth	Melissa Schumacher Miriam Share	Melissa Schumacher Miriam Share	Jason Bjorson Paul Sweet	1054037 1521993	P2760142 2745918	201,231 175,888	716,361 720,331	349,082 342,131	57.6% 51.4%
468 469	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	Central	MidNorth MidNorth	Scott Callahan Sheryl Kahlert	Scott Callahan Sheryl Kahlert	Todd McNally Bill Van Koevering	1516078 1509011	2241548 skahlert	402,304 508,539	813,000 705,600	400,000 460,000	100.6% 110.6%
470 471	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	Central	MidNorth MidWest	Stacey Gleason Ben Fisher	Stacey Gleason Ben Fisher	Steve Houselander Mike Elam	1180992 1517116	P2192721 1517116	268,732 403,184	863,000 857,433	428,605 464,577	62.7% 86.8%
472 473	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	Central	MidWest MidWest	Brad Ronspies Christine LaValle	Brad Ronspies Christine LaValle	Mark Rouse Mike Pieper	1035581 1528705	P2157448 1528705	374,827 324,555	878,481 758,200	425,000 379,440	88.2% 85.5%
474 475 476	2018 04 2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999 AE \$700 - \$999	Central	MidWest MidWest	David Breetzke Jeramie Swanson	David Breetzke Jeramie Swanson	Mark Rouse Mark Rouse	1035291 1035471 6037745	P2145856 E001444 E767267	254,489 211,667 94,188	994,661 785,657 749,601	480,227 398,000 360,000	53.0% 53.2% 26.2%
477	2018 04	AE \$700 - \$999	Central	MidWest MidWest	Linda Gilchrist Matt Cannella	Linda Gilchrist Matt Cannella	Lori Brown Bonnie Gallagher	1517837	MC247717	567,239	832,422	298,500	190.0%
478 479	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	Central	Texas Texas	Amanda Crawford Javier Ramos Jeanne DeMarco	Amanda Crawford Javier Ramos Jeanne DeMarco	Raymond May Kristine Gomez	1191333 6021405	p2177624 E732395	236,709 245,730	922,320 970,911	350,000 365,000	67.6% 67.3%
480 481	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	Central	Texas Texas	John Fraser	John Fraser	Steven Brooks John Pedevilla	1101818 6027976	P2196103 E745877	229,677 294,461	898,214 847,271	475,000 500,000	48.4% 58.9%
482 483	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999	Central	Texas Texas	Linda Landry Lisa Cooper	Linda Landry Lisa Cooper	Sally Martinez Michael Keesee	1078121 1160081	E061672 E160385	229,458 107,998	740,201 730,097	400,000 410,000	57.4% 26.3%
484 485	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	Central	Texas Texas	Mark Manning Micall Phillips	Mark Manning Micall Phillips	Nathan McCray John Pedevilla	1029582 1222492	e234349	110,735 284,862	842,700 966,265	400,968 420,000	27.6% 67.8%
486 487	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999	Central	Texas Texas	Natalie Roe Nelson Rios	Natalie Roe Nelson (Alex) Rios	Kristine Gomez Sean Lervaag	6009298 1235708	P2702316 E249948	570,273 526,352	868,339 958,125	245,000 455,000	232.8% 115.7%
488 489	2018 04 2018 04	AE \$700 - \$999	Northeast Northeast	New York New York	Gianna Franco Noelia Santelli	Gianna Franco Noelia Santelli	Derek Benedict Jaime Morrison	1003364 1223058	P2152384 P2174585	522,455 321,174	892,019 765,308	600,000 500,000	87.1% 64.2%
490 491	2018 04 2018 04	AE \$700 - \$999	Northeast Northeast	Ohio Ohio	David Whitehead Deborah Smith	David Whitehead Deborah Smith	Ron Stricker Dino Gerdeman	1083019 1140264	e067989 P2176146	214,162 337,008	895,193 847,731	475,000 427,000	45.1% 78.9%
492 493	2018 04 2018 04	AE \$700 - \$999	Northeast Northeast	Ohio Ohio	Deena Kern Eric Davis	Deena Kern Eric Davis	Dino Gerdeman Ron Stricker	1140267 1134652	E135623 E128213	313,243 450,210	927,892 783,182	445,000 700,000	70.4% 64.3%
494 495	2018 04 2018 04	AE \$700 - \$999	Northeast Northeast	Ohio Ohio	John Renda Jon Ruben	John Renda Jon Ruben	Mark Chastain Kerry Collins	1020247 1065871	P2206160 E046002	224,510 87,509	983,440 966,531	468,959 325,000	47.9% 26.9%
496 497	2018 04 2018 04	AE \$700 - \$999	Northeast Northeast	Ohio Ohio	Josh Watson Michelle Novotny	Josh Watson Michelle Novotny	Kerry Collins Mark Chastain	1232524 1135339	E129163	117,724 371,067	878,672 900,184	350,000 474,878	33.6% 78.1%
498 499	2018 04 2018 04	AE \$700 - \$999	Northeast Northeast	Ohio Ohio	Monica Arnold Tara Melowic	Monica Arnold Tara Melowic	Janey Ames Jim Post	1204941 1141662	P2167396 E774494	231,225 299,496	769,161 944,538	435,000 600,000	53.2% 49.9%
500 501	2018 04 2018 04	AE \$700 - \$999	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Amanda Barnes Gerard Pacifici	Amanda Barnes Gerard Pacifici	Nick Darling Jennifer Loonan	6023975 1123761	e737684 P2183435	388,174 400,908	770,468 990,293	535,000 750,000	72.6% 53.5%
502 503	2018 04 2018 04	AE \$700 - \$999	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Gregory Franzone Jill Doser	Gregory Franzone Jill Doser	Tracy Cramer Natasha Polito	6027672 1003166	6027672 E702641	478,179 337,999	852,842 773,471	631,000 385,000	75.8% 87.8%
504 505	2018 04 2018 04	AE \$700 - \$999	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Kathy Chilson Lauri Mee	Kathy Chilson Lauri Mee	Ron Nagy Nick Darling	1175962 1003685	P2199666 E010389	84,717 41,161	899,462 852,797	278,000 450,000	30.5% 9.1%
506 507	2018 04 2018 04	AE \$700 - \$999	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Lynne Spugnardi Matthew Coleman	Lynne Spugnardi Matthew Coleman	Doug Foerster Bill Bagley	6038125 1083975	E767771/ e771508	438,095 295,332	814,850 748,050	630,000 410,000	69.5% 72.0%
508 509	2018 04 2018 04	AE \$700 - \$999	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Matthew Walters Nichole French	Matthew Walters Nichole French	Bonita Elias Tara MacDonald	1217697 1227426	P2147572 P2153067	256,888 130,659	886,037 811,921	375,000 427,775	68.5% 30.5%
510 511	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	South	Carolinas Carolinas	Andrew Hatfield-O'Hern Becky Hovorka	Andrew Hatfield-O'Hern Becky Hovorka	Emily Zalacca Rob Padgett	1191340 1042841	E197702 P2199699	550,551 420,948	782,890 819,760	600,000 400,000	91.8% 105.2%
512 513	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	South	Carolinas Carolinas	Chad Suggs Corey Peters Baysden	Chad Suggs Corey Peters Baysden	Darryl Heller Summer Hamdan	1523983 1138609	2913226	142,346 316,896	775,357 853,387	475,618 725,000	29.9% 43.7%
514 515	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	South	Carolinas Carolinas	Craig Kuckens Donald West	Craig Kuckens Donald West	Darryl Heller Emily Zalacca	1515031 1226801	Craig.Ku	232,332 257,927	746,266 850,439	409,207 300,000	56.8% 86.0%
516 517	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	South	Carolinas Carolinas	Donna Treadway Emily Moore	Donna Treadway Emily Moore	Donna Hammett David McGee	1512308 1188145	1050542	207,641 161,082	700,642 902,530	543,516 380,000	38.2% 42.4%
518 519	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999	South	Carolinas Carolinas	Gary Wilson Jeff Fries	Gary Wilson Jeff Fries	Stephanie Collins Donna Hammett	1071279 1513021	1513021	57,097 145,147	815,332 799,460	590,000 268,677	9.7% 54.0%
520 521	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999		Carolinas Carolinas	Karim Ata Laurel Corley	Karim Ata Laurel Corley	Rob Padgett Dody Yarborough	1173398 1170111	e176197 P2169982	735,029 128,283	994,667 930,319	750,000 346,000	98.0% 37.1%
522 523	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999		Carolinas Carolinas	Lisa Field Marodith Hamrick	Lisa Field Marodith Hamrick	Dody Yarborough Teresa Vause	6014294 1015233	e004784	293,566 162,604	862,369 793,207	366,000 321,000	80.2% 50.7%
524 525	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999		Carolinas Carolinas	Melissa Root Patrick Blalock	Melissa Root Patrick Blalock	Matt Livoti Jody Walker Little	1149469 1527553	E147420 1527553	222,809 510,463	860,879 837,261	400,000 300,000	55.7% 170.2%
526 527	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999		Carolinas Carolinas	Rachel Butler Sally Peeples	Rachel Butler Sally Peeples	Roy Costner Teresa Vause	1517525 1015540	RB244472 P2190686	72,106 101,322	829,267 902,492	401,650 340,000	18.0% 29.8%
528 529	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999		Florida Florida	Annette Bilyeu Ariel Turner	Annette Bilyeu Ariel Turner	John Fennessy Norm Pytel	1504208 6009659	p2151045 P2702899	301,127 238,812	949,346 700,302	600,000 548,000	50.2% 43.6%
530 531	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999	South	Florida Florida	Catalina Botero Cathie Rock	Catalina Botero Cathie Rock	John Fennessy Norm Pytel	1501812 1503047	p2277380	265,335 585,350	751,027 854,935	502,000 550,200	52.9% 106.4%
532 533	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	South	Florida Florida	Jennifer Makal Kelly Byrnes	Jennifer Makal Kelly Byrnes	Nick Puddicombe John Fennessy	1503095 6010806	P2149314 P2706440	264,802 646,332	719,510 973,496	469,000 581,000	56.5% 111.2%
534 535	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999	South	Florida Florida	Kim Colarusso Kip DeKalb	Kim Colarusso Kip Dekalb	John Fennessy Chris Kelley	6000901 6030171	p2346038 P2750704	913,755 263,605	900,568 864,243	700,000 867,305	130.5% 30.4%
536 537	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995		Florida Florida	Lisa Jones Matthew Bailey	Lisa Jones Matthew Bailey	Tom Sweat John Fennessy	1505807 6008203	2161893 P2356231	445,108 373.586	710,566 783.173	763,960 444,976	58.3% 84.0%
538 539	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	South	Florida Florida	Neil Frandsen Ray Mooney	Neil Frandsen Ray Mooney	Kimberly Winters Tom Sweat	1503312 1504544	P2173863 p2186696	601,053 764,749	802,957 931,247	530,000 705,491	113.4% 108.4%
540 541	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	South	Florida Florida	Roy Tuttle Silvia Huber	Roy Tuttle Silvia Huber	Kimberly Winters Tom Sweat	1022858 6021662	[443,008 1,150,690	953,119 876,942	960,000 678,521	46.1% 169.6%
542 543	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	South	Florida Florida	Susan Elias Tina Myers	Susan Elias Tina Myers	Gary Tietjen Norm Pytel	1536809 1503227	P2327247	241,937 869.696	840,282 929,469	335,000 798.000	72.2% 109.0%
544 545	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	South	Southeast Southeast	Andrea Davis Cathy Hrbek	Andrea Davis Cathy Hrbek	Gene Hardy Scott Reed	1166672 1044815	P2163173 1044815	387,424 39,557	790,585 944,647	450,000 785,000	86.1% 5.0%
546 547	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	South	Southeast Southeast	Christopher Weaver Jennifer Tingle	Christopher Weaver Jennifer Tingle	Todd Livingston George Robbins	1511601 1166293	chris.we P2193461	44,913 451.345	718,928 992,772	325,000 450,000	13.8% 100.3%
548 549	2018 04 2018 04	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	636,815 99,240	956,124 797,920	700,000 535,000	91.0% 18.5%
550 551	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	South	Southeast Southeast	Randy Jinks Sarah Carter	Randy Jinks Sarah Carter	Kevin Anderson Kevin Anderson	1516240 1518824	1518824	213,800 213,447	862,843 767,079	680,000 200,000	31.4% 106.7%
552 553	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	South	Southeast LA	Sarah Ory-Hyche Angel Fernandez	Sarah Ory-Hyche Angel Fernandez	Kevin Anderson Joshua Stratton	1520219 1179518	P2185103	134,069 476,430	732,511 817,022	300,000 522,891	44.7% 91.1%
554 555	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999		LA LA	Bonnie Droubay Denise Boyd	Bonnie Droubay Denise Boyd	John Krenzer Lance Lowrie	1037532 1103039	E091335	337,172 514,426	789,652 779,958	443,147 472,500	76.1% 108.9%
556 557	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995		LA LA	Jeannine Selby Jill Bovd	Jeannine Selby Jill Boyd	Derek Eggers Joshua Stratton	1038353 1104975	P2169247 E088806	575,059 368.790	850,886 903,507	375,000 551,250	153.3% 66.9%
558 559	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	West	LA LA	Joe August Ken Sorensen	Joe August Ken Sorensen	John Krenzer Derek Eggers	1103464 1174730	P2149013 P2203683	433,972 363,445	720,774 799,869	397,138 400,000	109.3% 90.9%
560 561	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999	West	LA LA	Lynn Barclay Patricia Calderazzo	Lynn Barclay Patricia Calderazzo	Michelle Beauchamp Derek Eggers	6038120 1118095	p2767766	181,391 278,932	726,833 815,966	369,838 475,000	49.0% 58.7%
562 563	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	West	LA LA	Ronnie Jones Samuel Demers	Ronnie Jones Samuel Demers	Mike Jaffe Helene Juceam	1205326 1216369	P2151085 P2183776	673,271 117,418	995,916 885,064	575,000 452,970	117.1% 25.9%
564 565	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	West	LA LA	Sara Allegro Sherryl Nelson-Cioffi	Sara Allegro Sherryl Nelson-Cioffi	Eugenia Mazzapica Mike Jaffe	6014439 1104897	P2715192 P2195377	282,564 477,721	814,660 989,179	494,550 599,000	57.1% 79.8%
566 567	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999	West	LA Mountain States	Thach Nguyen Anna Pazderic	Thach Nguyen Anna Pazderic	Lance Lowrie Heath Corley	6029043 1521046	e748388 2700303	633,007 324,461	917,368 732,843	522,900 410,000	121.1% 79.1%
568 569	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	West	Pacific States Pacific States	Akili Jones Cary Harrison	Akili Jones Cary Harrison	Michael Garcia Christine Lyles Smith	1228435 1530013	2155214 charriso	40,612 233,738	750,045 841,406	90,000 435,000	45.1% 53.7%
570 571	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	West	Pacific States Pacific States	Chalea Jennings Chuck Boulet	Chalea Jennings Chuck Boulet	Steve Frohrip Donald Stone	6032942 1045922	P2756327	176,766 216,353	727,077 874,470	600,000 655,000	29.5% 33.0%
572 573	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	West	Pacific States Pacific States	Donna Pinto Kara Stoner	Donna Pinto Kara Stoner	Donald Stone Michael Garcia	1502347 6025946	P2182775 E741788	209,245 73,653	908,071 715,000	152,124 300,000	137.5% 24.6%
574 575	2018 04 2018 04	AE \$700 - \$999 AE \$700 - \$999	West	Pacific States Pacific States	Melissa Mitchell Michael Stanley	Melissa Mitchell Michael Stanley	Christine Lyles Smith Steve Frohrip	1530046 1520721	E674765	189,862 473,663	904,954 771,088	390,000 600,000	48.7% 78.9%
576 577	2018 04 2018 04	AE \$700 - \$995 AE \$700 - \$995	West	Pacific States Pacific States	Mike Cushman Mitzi Coleman	Mike Cushman Mitzi Coleman	Donald Stone Amber Aguirre	1057705 1511158	p2186754 e674874	426,678 266,948	723,332 819,602	470,000 499,434	90.8%
578 579	2018 04 2018 04 2018 04	AE \$700 - \$995 AE < \$450		Pacific States MidNorth	Traci Garvin Andrew Harding	Traci Garvin Andrew Harding	Jason Mitchell Joe DeBiak	1522018 1535211	1522018 P2299692	131,427 45,750	861,858 247,110	525,000 125,000	25.0% 36.6%
580 581	2018 04 2018 04 2018 04	AE < \$450 AE < \$450	Central	MidNorth MidNorth	Andrew Philibeck Calvin Clark	Andrew Philibeck Calvin Clark	Todd Wery Todd McNally	6024757 6027955	P2739212 P2745654	127,793 51,090	373,881 288,307	304,320 140,629	42.0% 36.3%
582 583	2018 04 2018 04	AE < \$450 AE < \$450	Central	MidNorth MidNorth	Carrie Brown Chase Hines	Carrie Brown Chase Hines	Kristen Hall Bill Van Koevering	6026617 1530078	p2743013 Cmhines	70,968 118,583	115,819 299,755	48,000 114,136	147.9% 103.9%
584 585	2018 04 2018 04 2018 04	AE < \$450 AE < \$450	Central	MidNorth MidNorth	Christine Klemmer Cory Oravec	Christine Klemmer Cory Oravec	Jan Letko Jan Letko	1200515 1230631	P2198894 P2261179	91,419 191,599	449,537 392,566	228,656 138,217	40.0% 138.6%
586 587	2018 04 2018 04 2018 04	AE < \$450 AE < \$450	Central	MidNorth MidNorth	Daniel Bailey Deborah Burton	Daniel Bailey Deborah Burton	Kedron Thomas Tad Spading	6016096 1525631	P2719920	14,279 79.121	206,215 388.989	108,129 192,000	13.2% 41.2%
588 589	2018 04 2018 04 2018 04	AE < \$450 AE < \$450	Central	MidNorth MidNorth	Eric Spencer Jeff Bangs	Eric Spencer Jeff Bangs	Bill Van Koevering Peter Provost	1514528 1511273	ES170140 503346	58,950 67,659	398,970 250,803	150,000 150,000 120,000	39.3% 56.4%
590 591	2018 04 2018 04 2018 04	AE < \$450 AE < \$450	Central	MidNorth MidNorth	Jeff Behling Jeff Thorn	Jeff Behling Jeff Thorn	Kedron Thomas Jason Bjorson	1524082 1089692	2917462 1089692	154,749 159,707	338,590 364,889	145,896 179,580	106.1% 88.9%
592 593	2018 04 2018 04 2018 04	AE < \$450 AE < \$450	Central	MidNorth MidNorth	John Landrum Joni Tupy	John Landrum Joni Tupy	John Merchlewitz Ryan Krajewski	6008172 1531463	P2674679 4139064	79,232 174,304	220,000 384,019	75,000 167,758	105.6%
594 595	2018 04 2018 04 2018 04	AE < \$450 AE < \$450 AE < \$450	Central	MidNorth MidNorth	Jordan Fuller Josalyn Shaffer	Jordan Fuller Josalyn Shaffer	Kristen Hall Jamie Miller	6000769 1512411	P2344282 1070304	238,633 68,095	345,000 387,711	165,000 195,200	144.6% 34.9%
596 597	2018 04 2018 04 2018 04	AE < \$450 AE < \$450 AE < \$450	Central	MidNorth MidNorth	Keith Dupuis Keith Kubisiak	Keith Dupuis Keith Kubisiak	Joe Tessmer Joe Tessmer	6000307 6026859	P2336689 P2743506	58,896 73.284	225,943 348.788	195,200 120,000 190.000	34.9% 49.1% 38.6%
598 598	2018 04 2018 04 2018 04	AE < \$450 AE < \$450 AE < \$450	Central Central	MidNorth MidNorth	Laurie Folsom Lenard Harvey	Laurie Folsom Lenard Harvey	Peter Provost Ryan Krajewski	1515757 1516141	Ifolsom LH226147	73,284 95,905 80,722	348,788 353,464 250,505	190,000 192,994 125,431	38.6% 49.7% 64.4%
600 601	2018 04 2018 04 2018 04	AE < \$450 AE < \$450 AE < \$450	Central Central	MidNorth MidNorth	Lenard Harvey Leslie Roth Mistelle Gilbert	Leslie Roth Mistelle Gilbert	John Merchlewitz Jamie Miller	1516141 1509301 1535215	LR201554 P2299557	80,722 306,141 85,424	250,505 200,000 296,016	125,431 657,749 145,033	64.4% 46.5% 58.9%
602 603	2018 04 2018 04 2018 04	AE < \$450 AE < \$450 AE < \$450	Central Central	MidNorth MidNorth	Molly Rombach Morgan Maly	Molly Rombach Morgan Maly	Todd McNally Tad Spading	1516223 1519926	Molly ro 2636159	200,440 116,001	445,000 419,822	220,000 200,000	91.1% 58.0%
604 605	2018 04 2018 04 2018 04	AE < \$450 AE < \$450 AE < \$450	Central Central	MidNorth MidNorth	Rebecca Owen Ruth Bergsma	Rebecca Owen Ruth Bergsma	Todd McNally Jamie Miller	1532707 1514137	1030139	289,069 214,367	419,822 415,001 418,816	200,000 200,000 205,000	58.0% 144.5% 104.6%
606 607	2018 04 2018 04 2018 04	AE < \$450 AE < \$450 AE < \$450	Central Central	MidNorth MidNorth	Sharon Tanley Suzie Best	Sharon Tanley Suzie Best	Peter Provost Rvan Kraiewski	1514137 6011897 1512479	SB108771	53,401 101.310	418,816 200,262 295,016	77,820 167.757	104.6% 68.6% 60.4%
608 609	2018 04 2018 04 2018 04	AE < \$450 AE < \$450 AE < \$450	Central	MidNorth MidNorth	Todd Kilgren Tom Mason	Todd Kilgren Tom Mason	Kedron Thomas John Merchlewitz	1531862 15318928	TK414616 tmason	136,213 64,768	210,702 252,418	107,757 104,382 126,000	130.5% 51.4%
610 611	2018 04 2018 04 2018 04	AE < \$450 AE < \$450 AE < \$450	Central	MidNorth MidWest	Travis Kilpela Barry Waggoner	Travis Kilpela Barry Waggoner	Kedron Thomas Carol Rudofski	1525561 1534967	P2297574	151,637 158,918	265,942 333,645	125,000 131,877 186,534	115.0% 85.2%
612 613	2018 04 2018 04 2018 04	AE < \$450 AE < \$450 AE < \$450	Central Central	MidWest MidWest	Beverly Wallace Cynthia New	Beverly Wallace Cynthia New	Carol Rudofski Kevin Noel	1208915 1510823	1208915 cynthia.	158,918 143,208 99,989	329,989 400,126	188,450 200,682	76.0% 49.8%
	2010 07	- 1-3430			, ,		,		_yrrornd.	22,203	700,220	200,002	43.676

Count	BI_YEAR_KEY BI_WK_NBR	Title		Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	PID-EID I		FY 2018 Budget 2018 Fin		vs First Look Goal
614	2018 04	AE	< \$450	Central	MidWest	Doreen James	Doreen James	Pam Elston	1528122	DJ402218	295,986	317,067	219,684	134.7%
615 616	2018 04 2018 04	AE AE	< \$450 < \$450	Central	MidWest MidWest	Gloria Burns Joni Meese	Gloria Burns Joni Meese	Pam Elston Bob Marr	1525023 1517450	2956810 2440948	157,827 32.537	422,146 321.985	144,972 157.500	108.9%
617	2018 04	AE	< \$450	Central	MidWest	Julie Kinnaman	Julie Kinnaman	Bob Marr	1515152	1515152	58,396	433,646	206,500	28.3%
618	2018 04	AE	< \$450	Central	MidWest	Kevin Carnes	Kevin Carnes	Bonnie Gallagher	1519409	1519409	42,601	335,398	119,400	35.7%
619 620	2018 04 2018 04	AE AE	< \$450 < \$450	Central	MidWest MidWest	Laurie Jackson Lilly Jabr	Laurie Jackson Lilly Jabr	Bob Marr Carol Rudofski	1527537 1520463	LJ398614 LJ266303	49,467 119.087	314,045 317.312	139,131 171.961	35.6% 69.3%
621	2018 04	AE	< \$450	Central	MidWest	Mike Skelton	Mike Skelton	Kevin Noel	6028895		118,518	278,160	134,175	88.3%
622 623	2018 04 2018 04	AE AE	< \$450 < \$450	Central	MidWest MidWest	Missy Nance Robin Spence	Missy Nance Robin Spence	Kevin Noel Kevin Noel	6038986 1525066	P2770636 2959751	48,605 190,476	248,295 357,821	110,141 193,560	44.1% 98.4%
624	2018 04	AE	< \$450	Central	MidWest	Trisha O'Cheltree	Trisha O'Cheltree	Pam Elston	6009054	E701113	187,230	316,660	193,500	138.9%
625	2018 04	AE	< \$450	Central	Texas	Christie Wolin	Christie Wolin	Matt Ellis	6028528	E747293	112,811	414,899	150,000	75.2%
626 627	2018 04 2018 04	AE AE	< \$450 < \$450	Central	Texas Texas	Isidoro Diaz Maria Scott	Isidoro Diaz Maria Scott	Matt Ellis Sally Martinez	1232879 1053601	E031399	139,476 238,941	418,760 341,106	175,000 150,000	79.7% 159.3%
628	2018 04	AE	< \$450	Central	Texas	Vanessa Tena	Vanessa Tena	Raymond May	6007656	P2699652	96,699	449,902	120,000	80.6%
629	2018 04	AE	< \$450	Northeast	New York	George Quintano	George Quintano	Derek Benedict	1236454	p2326875	134,494	446,005	250,000	53.8%
630 631	2018 04 2018 04	AE AE	< \$450 < \$450	Northeast Northeast	New York New York	Jennifer Contino Rvan Campbell	Jennifer Contino Ryan Campbell	Derek Benedict Jaime Morrison	1239103	E735895	71,976 76.387	348,663 404.930	100,000	72.0% 76.4%
632	2018 04	AE	< \$450	Northeast	New York	Sara Hotop	Sara Hotop	Derek Benedict	1187278	E192759	95,233	373,993	100,000	95.2%
633	2018 04	AE	< \$450	Northeast	Ohio	Jason Berry	Jason Berry	Brenda Jasper	6009409	p2702639	70,493	447,846	271,440	26.0%
634 635	2018 04 2018 04	AE AE	< \$450 < \$450	Northeast Northeast	Ohio	Jenna Rabideau Nancy Leskovec	Jenna Rabideau Nancy Leskovec	Brenda Jasper Mark Chastain	1235475 6008615	E249691 P2700855	243,943 159.945	449,020 442.782	265,958 362.728	91.7%
636	2018 04	AE	< \$450	Northeast	Ohio	Samuel Stolly	Samuel Stolly	Dino Gerdeman	1238581	P2341274	120,540	422,959	312,000	38.6%
637	2018 04	AE	< \$450	Northeast	Ohio Upstate NY / ME	Talaya Biddle	Talaya Biddle	Dino Gerdeman	1239809	E254690	176,341	417,164	287,585	61.3%
638 639	2018 04 2018 04	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	226,556 191,680	417,929 401,820	345,000 182,000	65.7% 105.3%
640	2018 04	AE	< \$450	Northeast	Upstate NY / ME	Elizabeth Hillard	Elizabeth Hillard	Bonita Elias	1218699	E229929	67,754	218,025	133,000	50.9%
641	2018 04	AE	< \$450	Northeast	Upstate NY / ME	Jacquelyn Kirch	Jacquelyn Kirch	Katherine Drake Marhaver	1235110	P2322076	126,115	337,710	215,000	58.7%
642 643	2018 04 2018 04	AE AE	< \$450 < \$450	Northeast Northeast	Upstate NY / ME Upstate NY / ME	Matthew Toomey Rodney Mahan	Matthew Toomey Rodney Mahan	Tracy Cramer	6021410 1000329	p2732400	282,221 152,355	354,492 319,565	262,458 209,000	107.5% 72.9%
644	2018 04	AE	< \$450 < \$450	Northeast	Upstate NY / ME Upstate NY / ME	Thomas McCormick	Thomas McCormick	Doug Foerster Katherine Drake Marhaver	6021111	e731681	152,355 65,685	319,565	110,000	72.9%
645	2018 04	AE	< \$450	Northeast	Upstate NY / ME	Zachary Potter	Zachary Potter	Erin Duffy	1236880	P2328959	26,315	240,684	113,000	23.3%
646 647	2018 04 2018 04	AE AE	< \$450 < \$450	South	Carolinas Carolinas	Bill Scott Brandi Hudson	Bill Scott Brandi Hudson	Teresa Vause	1097513 6015669		105,290	400,743	193,000 474,409	54.6%
647 648	2018 04 2018 04	AE	< \$450 < \$450	South	Carolinas	Brandi Hudson Deborah Nicholson	Brandi Hudson Deborah Nicholson	Roy Costner Summer Hamdan	6015669	P2722451	52,125 111,347	415,723 396,619	474,409 275,000	11.0%
649	2018 04	AE	< \$450	South	Carolinas	Elizabeth Sorace	Elizabeth Sorace	Summer Hamdan	1219356	P2197131	137,984	442,065	275,000	50.2%
650	2018 04	AE	< \$450	South	Carolinas	Ian Daley	Ian Daley	Darryl Heller	1525289	idaley	33,946	168,881	91,339	37.2%
651 652	2018 04 2018 04	AE AE	< \$450 < \$450	South	Carolinas Carolinas	John Putnam Patrick Kennedy	John Putnam Patrick Kennedy	Emily Zalacca Emily Zalacca	1523502 1223683	JP289072 E235804	182,311 219,780	391,548 429,984	300,000 200,000	60.8%
653	2018 04	AE	< \$450	South	Carolinas	Rob Nichols	Rob Nichols	Dwight Ardoin	1513427	RN137523	92,060	317,250	111,405	82.6%
654	2018 04	AE	< \$450	South	Carolinas	Tangia Betterson	Tangia Betterson	Matt Livoti	1206709	E215870	159,343	304,292	100,000	159.3%
655 656	2018 04 2018 04	AE AE	< \$450 < \$450	South	Carolinas Florida	Wendy Testerman Gloria Thompson	Wendy Testerman Gloria Thompson	Jody Walker Little Tom Sweat	1520810 1502315	E674836 P2153487	226,309 314.432	437,948 438.401	225,000 200.000	100.6%
657	2018 04	AE	< \$450	South	Florida	Jeffrey Rolon	Jeffrey Rolon	Tom Sweat	1008386	12133407	313,918	440,104	280,000	112.1%
658	2018 04	AE	< \$450	South	Florida	Shawn Turner	Shawn Turner	Paula Gaustad	6023527	P2736576	282,069	305,716	367,500	76.8%
659 660	2018 04 2018 04	AE AE	< \$450 < \$450	South	Southeast Southeast	Billy Garrett Brandi Wilson	Billy Garrett Brandi Wilson	Jeff Fritz Kevin Kee	1511843 1510850	bgarrett 1510850	79,620 95,727	283,188 441.705	219,000 300.000	36.4% 31.9%
661	2018 04	AE	< \$450	South	Southeast	Chris Letsinger	Chris Letsinger	Chris Munson	1517744	1510850	22,423	434,691	210,000	10.7%
662	2018 04	AE	< \$450	South	Southeast	Donna Webb-Arnold	Donna Webb-Arnold	Chris Munson	1517348	1517348	41,586	420,204	175,000	23.8%
663	2018 04	AE	< \$450	South	Southeast	James Taylor	James Taylor	John Moore	6039569	P2772012	11,206	278,566	100,000	11.2%
664 665	2018 04 2018 04	AE AE	< \$450 < \$450	South	Southeast Southeast	Jennifer Harbuck Kassandra Horton	Jennifer Harbuck Kassandra Horton	John Moore Todd Livingston	1533751 1528665	P2258285 KH404098	102,905 4,543	392,910 288.379	180,000 150.000	57.2% 3.0%
666	2018 04	AE	< \$450	South	Southeast	Kelli Stackhouse	Kelli Stackhouse	Mitch Fain	1166288	E170139	492,771	137,500	400,000	123.2%
667	2018 04	AE	< \$450	South	Southeast	Kelly Lytle	Kelly Lytle	Kevin Kee	1517748		98,034	442,900	300,000	32.7%
668 669	2018 04 2018 04	AE AE	< \$450 < \$450	South	Southeast Southeast	Laurie Wright Michael Seavers	Laurie Wright Michael Seavers	Todd Livingston John Moore	1511602 1530160	lw749993	80,129 199,906	390,617 392,707	175,000 200,000	45.8% 100.0%
670	2018 04	AE	< \$450	South	Southeast	Penny Woods	Penny Woods	George Robbins	1198675	P2169137	44,195	410,268	200,000	22.1%
671	2018 04	AE	< \$450	South	Southeast	Rusty Little III	Rusty Little III	John Payne	1520558	IL266724	116,642	365,318	213,000	54.8%
672 673	2018 04 2018 04	AE AE	< \$450 < \$450	South West	Southeast LA	Samantha Hydrick Alejandro Cortez	Samantha Hydrick Alejandro Cortez	Todd Livingston Mike Jaffe	1520850 1204934	Shydrick	20,824 156,764	222,062 318,263	130,000 175,000	16.0%
674	2018 04	AE	< \$450	West	LA	Brenda Rodriguez	Brenda Rodriguez	Lonnie Ross	1147359	P2146204	163,348	357,947	250,000	65.3%
675	2018 04	AE	< \$450	West	LA	Derek Swanier	Derek Swanier	Joe Flores	6021846		753	198,822	100,000	0.8%
676 677	2018 04 2018 04	AE AE	< \$450 < \$450	West	LA LA	Francesca Nichols Fred Earle	Francesca Nichols Fred Earle	Mike Jaffe Lonnie Ross	1179058 6017652	P2723689	3,375 136,709	401,936 298,884	85.000	160.8%
678	2018 04	AE	< \$450	West	LA	Irene Imhof	Irene Imhof	Lonnie Ross	6014753	p2715587	77,603	313,335	75,000	103.5%
679	2018 04	AE	< \$450	West	LA	Jill Longo	Jill Longo	Joe Flores	6018236	p2724862	32,285	446,245	207,900	15.5%
680 681	2018 04 2018 04	AE AE	< \$450 < \$450	West	LA LA	Jose Lozano Richard Negrete	Jose Lozano Richard Negrete	Derek Eggers Joshua Stratton	6027534 1179240	E727063	108,781 32,923	392,670 333.789	200,000 73.080	54.4% 45.1%
682	2018 04	AE	< \$450	West	LA	Tiffany Ott	Tiffany Ott	Lonnie Ross	6014862	p2716351	83,579	258,917	85.000	98.3%
683	2018 04	AE	< \$450	West	Mountain States	Jena Ingleby	Jena Ingleby	Todd Andrews	1521122	1521122	215,401	438,154	250,000	86.2%
684	2018 04	AE	< \$450	West	Mountain States	Laura Knight	Laura Knight	Heath Corley	6011525	P2074077	7,876	251,113	100,000	7.9%
685 686	2018 04 2018 04	AE AE	< \$450 < \$450	West	Mountain States Mountain States	Lucas Storey Mauri Larson	Lucas Storey Mauri Larson	Marcelle Jones Todd Andrews	6008146 6026653	P2674678 P2743050	91,751 94,561	226,246 309,597	130,000 145,000	70.6% 65.2%
687	2018 04	AE	< \$450	West	Mountain States	Michele Brown	Michele Brown	Todd Andrews	1521495	1521495	100,747	359,876	195,000	51.7%
688	2018 04	AE	< \$450	West	Mountain States	Shawn Nelson	Shawn Nelson	Marcelle Jones	6035750	E762856	98,113	164,807	125,000	78.5%
689 690	2018 04 2018 04	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	130,471 122.510	428,789 379.001	215,000 220.000	60.7% 55.7%
691	2018 04	AE	< \$450	West	Mountain States	Vicki Varia	Vicki Varia	Raymond May	1521350	P2053678	73,559	227,350	141,000	52.2%
692	2018 04	AE	< \$450	West	Pacific States	Adam Feller	Adam Feller	Christine Lyles Smith	6036762	-270207-7	54,369	248,439	100,000	54.4%
693 694	2018 04 2018 04	AE AE	< \$450 < \$450	West	Pacific States Pacific States	Amy Gargan Dominique Pacheco	Amy Gargan Dominique Pacheco	Gordon Galindo Sherry Santana	6009439 6014067	p2702853 6014067	25,522 74,899	416,681 333,248	275,000 250,000	9.3%
695	2018 04	AE		West	Pacific States	Frank Filippi	Frank Filippi	Kendall Char	6029856	P2750030	8,220	264,979	30,000	27.4%
696	2018 04	AE	< \$450	West	Pacific States	Max Proteau	Max Proteau	Kendall Char	6036765	E765010	22,061	281,638	42,000	52.5%
697 698	2018 04 2018 04	AE LSM	< \$450 LSM	West Central	Pacific States MidNorth	Robert Glenn House Green Bay	Robert Glenn Jan Letko	Jason Mitchell Jan Letko	6026333 1112457	P2742427	174,615 2,264	448,345	250,000	69.8%
699	2018 04	LSM	LSM	Central	MidNorth	House Madison	Paul Sweet	Paul Sweet	6038127		6,053			
700	2018 04	LSM	LSM	Central	MidNorth	Terri Hoepner	Terri Hoepner	Tom Kreutzian	1512455		3,077	2,401,680		
701 702	2018 04 2018 04	LSM	LSM	Central	MidWest Texas	House Kearney Eric Atchley	Bob Marr Eric Atchley	Bob Marr Tiffani Celli	1510637 1215674		83,160 4,845	13,010,691		
702	2018 04	LSM	LSM	Central	Texas	House El Paso	Ray May	Ray May	1533634		3,000	13,010,031		
704	2018 04	LSM	LSM	Central	Texas	House Rio Grande Valley	Sally Martinez	Sally Martinez	1070970		10,200			
705 706	2018 04 2018 04	LSM	LSM	Central Central	Texas Texas	House San Antonio John Pedevilla	Kristine Gomez John Pedevilla	Kristine Gomez Tiffani Celli	1090540 1195998		5,259 79.905	6.131.834		
705	2018 04	LSM	LSM	Central	Texas	Kim Murray	Kim Murray	Chris Rometty	1138728		79,905 25,467	6,131,834 11,969,867		
708	2018 04	LSM	LSM	Central	Texas	Nathaniel McCray	Nathaniel McCray	Tom Parsons	1200839		104,082		330,420	31.5%
709	2018 04	LSM	LSM	Northeast	New York	House Staten Island	House Staten Island	Staten Island LSM	1198680		322,709			
710 711	2018 04 2018 04	LSM	LSM	Northeast Northeast	New York Ohio	Jamie Morrison House Akron Canton	Jamie Morrison Mark Chastain	Chris Orr Mark Chastain	1139290 1140647		6,408 180,413			
712	2018 04	LSM	LSM	Northeast	Ohio	House Clarksburg	Brenda Jasper	Brenda Jasper	1012522		56			
713	2018 04	LSM	LSM	Northeast	Ohio	House Independence	Janey Ames	Ben Bottini	1075294		16,000	9,127,144		
714 715	2018 04 2018 04	LSM	LSM	Northeast Northeast	Ohio Ohio	House Lima Kevin Tucker	Dino Gerdeman Kevin Tucker	Dino Gerdeman Laurie Aquilina	1020918 1130086		485,261 49.130	6 303 055		
715 716	2018 04 2018 04	LSM	LSM	Northeast Northeast	Ohio Upstate NY / ME	Kevin Tucker House Syracuse	Kevin Tucker Erin Duffy	Laurie Aquilina Erin Duffy	1130086 1145163		49,130 212,476	6,382,955		
717	2018 04	LSM	LSM	South	Carolinas	Jody Walker Little	Jody Walker Little	Shawn Harris	1014305		476,438	3,639,565	1,090,000	43.7%
718	2018 04	LSM	LSM	South	Carolinas	Jon Bloom	Jon Bloom	John Shannon	1184947		3,486	7,039,336		
	2018 04 2018 04	LSM	LSM	South	Carolinas Southeast	Teresa Vause House Birmingham 1	Teresa Vause Kevin Anderson	Brett Groller Kevin Anderson	1040219 1513774		2,751 296	4,499,416		
719 720					Southeast	House Birmingham 5	Todd Livingston	Todd Livingston	1511597		7.250			
720 721	2018 04	LSM	LSM	South										
720		LSM LSM	LSM LSM	South South West	Southeast LA	House Gene Hardy House Ontario	Gene Hardy Joseph Flores	Gene Hardy Joseph Flores	1166317 1124998		15,140 724,758			