

FIRST LOOK**Data file - LSM Rollups****2018 Week#8 (2/22/18)****OTB Net Revenues, by LSM Rollup**

Count	BI_YEAR_KEY	BI_WK_NBR	Division	Region-Category	LSM Rollup	% FY Rev vs First Look Goal
1	2018	08	Central	MidNorth	Bill Van Koevering	108.2%
2	2018	08	Central	MidNorth	Jamie Miller	112.6%
3	2018	08	Central	MidNorth	Jan Letko	107.6%
4	2018	08	Central	MidNorth	Jason Bjorson	127.8%
5	2018	08	Central	MidNorth	Joe DeBiak	94.0%
6	2018	08	Central	MidNorth	Joe Tessmer	80.9%
7	2018	08	Central	MidNorth	John Merchlewitz	69.9%
8	2018	08	Central	MidNorth	Kedron Thomas	103.4%
9	2018	08	Central	MidNorth	Paul Sweet	98.5%
10	2018	08	Central	MidNorth	Peter Provost	111.1%
11	2018	08	Central	MidNorth	Ryan Krajewski	107.5%
12	2018	08	Central	MidNorth	Steve Houselander	101.2%
13	2018	08	Central	MidNorth	Tad Spading	100.1%
14	2018	08	Central	MidNorth	Terri Hoepner	119.5%
15	2018	08	Central	MidNorth	Todd Wery	99.7%
16	2018	08	Central	MidWest	Bob Marr	72.1%
17	2018	08	Central	MidWest	Bonnie Gallagher	94.1%
18	2018	08	Central	MidWest	Carol Rudofski	79.4%
19	2018	08	Central	MidWest	Jamie Hurt	67.5%
20	2018	08	Central	MidWest	Kevin Noel	86.8%
21	2018	08	Central	MidWest	Lori Brown	100.7%
22	2018	08	Central	MidWest	Mark Rouse	102.2%
23	2018	08	Central	MidWest	Mike Elam	94.3%
24	2018	08	Central	MidWest	Mike Pieper	114.9%
25	2018	08	Central	MidWest	Pam Elston	140.6%
26	2018	08	Central	MidWest	Ron Stricker	
27	2018	08	Central	Texas	David Allen	93.1%
28	2018	08	Central	Texas	Eric Atchley	67.4%
29	2018	08	Central	Texas	John Pedevilla	85.7%
30	2018	08	Central	Texas	Kim Murray	156.9%
31	2018	08	Central	Texas	Kimberly Murray	102.8%
32	2018	08	Central	Texas	Kristine Gomez	114.0%
33	2018	08	Central	Texas	Matt Ellis	130.9%
34	2018	08	Central	Texas	Michael Keesee	122.7%
35	2018	08	Central	Texas	Nathan McCray	71.1%
36	2018	08	Central	Texas	Raymond May	84.6%
37	2018	08	Central	Texas	Rick Barnhart	69.3%
38	2018	08	Central	Texas	Sally Martinez	103.8%
39	2018	08	Central	Texas	Sean Lervaag	136.6%
40	2018	08	Central	Texas	Steven Brooks	135.1%
41	2018	08	Central	Texas	Tom Parsons	25.1%

Count	BI_YEAR_KEY	BI_WK_NBR	Division	Region-Category	LSM Rollup	% FY Rev vs First Look Goal
42	2018	08	Northeast	New York	Derek Benedict	93.3%
43	2018	08	Northeast	New York	Jaime Morrison	98.9%
44	2018	08	Northeast	New York	Shapiro/Hermes	97.7%
45	2018	08	Northeast	New York	Staten Island LSM	65.7%
46	2018	08	Northeast	Ohio	Annie Keith	81.6%
47	2018	08	Northeast	Ohio	Brenda Jasper	70.0%
48	2018	08	Northeast	Ohio	Chadwick Collins	87.1%
49	2018	08	Northeast	Ohio	Christine Smith	88.3%
50	2018	08	Northeast	Ohio	Dino Gerdeman	95.5%
51	2018	08	Northeast	Ohio	Janey Ames	78.0%
52	2018	08	Northeast	Ohio	Jim Post	78.3%
53	2018	08	Northeast	Ohio	Karen Pope	86.8%
54	2018	08	Northeast	Ohio	Kerry Collins	76.0%
55	2018	08	Northeast	Ohio	Kevin Tucker	63.7%
56	2018	08	Northeast	Ohio	Laura Lee	84.7%
57	2018	08	Northeast	Ohio	Mark Chastain	74.9%
58	2018	08	Northeast	Ohio	Mike Chase	98.0%
59	2018	08	Northeast	Ohio	Ron Stricker	87.2%
60	2018	08	Northeast	Upstate NY / ME	Bill Bagley	78.2%
61	2018	08	Northeast	Upstate NY / ME	Bonita Elias	97.4%
62	2018	08	Northeast	Upstate NY / ME	Doug Foerster	77.1%
63	2018	08	Northeast	Upstate NY / ME	Erin Duffy	90.8%
64	2018	08	Northeast	Upstate NY / ME	Jennifer Loonan	79.9%
65	2018	08	Northeast	Upstate NY / ME	Katherine Drake Marhaver	57.9%
66	2018	08	Northeast	Upstate NY / ME	Laura Whittinghill	88.6%
67	2018	08	Northeast	Upstate NY / ME	Natasha Polito	66.2%
68	2018	08	Northeast	Upstate NY / ME	Nick Darling	84.7%
69	2018	08	Northeast	Upstate NY / ME	Ron Nagy	93.9%
70	2018	08	Northeast	Upstate NY / ME	Tara MacDonald	104.0%
71	2018	08	Northeast	Upstate NY / ME	Tracy Cramer	106.2%
72	2018	08	Northeast	Upstate NY / ME	William Bagley	119.7%
73	2018	08	South	Carolinas	Darryl Heller	80.6%
74	2018	08	South	Carolinas	David McGee	57.8%
75	2018	08	South	Carolinas	Dody Yarborough	72.4%
76	2018	08	South	Carolinas	Donna Hammett	87.6%
77	2018	08	South	Carolinas	Dwight Ardoin	87.5%
78	2018	08	South	Carolinas	Emily Zalacca	106.1%
79	2018	08	South	Carolinas	Jody Walker Little	96.1%
80	2018	08	South	Carolinas	John Shannon	47.8%
81	2018	08	South	Carolinas	Jon Bloom	65.3%
82	2018	08	South	Carolinas	Matt Livoti	100.9%
83	2018	08	South	Carolinas	Rob Padgett	73.1%
84	2018	08	South	Carolinas	Roy Costner	61.5%
85	2018	08	South	Carolinas	Shawn Harris	11.3%
86	2018	08	South	Carolinas	Stephanie Collins	66.0%
87	2018	08	South	Carolinas	Summer Hamdan	77.0%
88	2018	08	South	Carolinas	Teresa Vause	92.8%
89	2018	08	South	Florida	Chris Kelley	81.2%
90	2018	08	South	Florida	Chuck Budt	131.4%
91	2018	08	South	Florida	Dave Hall	81.2%

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92	2018	08	South	Florida	Gary Tietjen	90.5%
93	2018	08	South	Florida	John Fennessy	92.6%
94	2018	08	South	Florida	Kimberly Winters	87.8%
95	2018	08	South	Florida	Nick Puddicombe	88.3%
96	2018	08	South	Florida	Norm Pytel	95.4%
97	2018	08	South	Florida	Paula Gaustad	79.0%
98	2018	08	South	Florida	Tom Sweat	101.9%
99	2018	08	South	Southeast	Brian McDowall	94.3%
100	2018	08	South	Southeast	Chadwick Collins	72.4%
101	2018	08	South	Southeast	Chris Munson	63.8%
102	2018	08	South	Southeast	Gene Hardy	89.3%
103	2018	08	South	Southeast	George Robbins	79.4%
104	2018	08	South	Southeast	Jeff Fritz	50.7%
105	2018	08	South	Southeast	John Moore	76.1%
106	2018	08	South	Southeast	John Payne	42.2%
107	2018	08	South	Southeast	Kevin Anderson	63.4%
108	2018	08	South	Southeast	Kevin Kee	39.2%
109	2018	08	South	Southeast	Mitch Fain	92.1%
110	2018	08	South	Southeast	Scott Reed	38.9%
111	2018	08	South	Southeast	Todd Livingston	43.8%
112	2018	08	West	LA	Dereck Messana	148.4%
113	2018	08	West	LA	Derek Eggers	102.1%
114	2018	08	West	LA	Derek Messana	124.4%
115	2018	08	West	LA	Eugenia Mazzapica	88.2%
116	2018	08	West	LA	Helene Juceam	86.5%
117	2018	08	West	LA	Jason Shaffer	128.7%
118	2018	08	West	LA	Joe Flores	156.5%
119	2018	08	West	LA	John Krenzer	95.0%
120	2018	08	West	LA	Joshua Stratton	80.3%
121	2018	08	West	LA	Kelly Reed	98.5%
122	2018	08	West	LA	Lance Lowrie	96.2%
123	2018	08	West	LA	Lonnie Ross	134.0%
124	2018	08	West	LA	Michelle Beauchamp	75.2%
125	2018	08	West	LA	Mike Jaffe	90.3%
126	2018	08	West	LA	Niven Howlett	102.8%
127	2018	08	West	LA	Tom Laky	79.2%
128	2018	08	West	Mountain States	Grant Linnen	96.0%
129	2018	08	West	Mountain States	Heath Corley	85.3%
130	2018	08	West	Mountain States	Marcelle Jones	87.5%
131	2018	08	West	Mountain States	Open LSM	
132	2018	08	West	Mountain States	Raymond May	113.1%
133	2018	08	West	Mountain States	Todd Andrews	80.1%
134	2018	08	West	Pacific States	Amber Aguirre	79.6%
135	2018	08	West	Pacific States	Christine Lyles Smith	79.5%
136	2018	08	West	Pacific States	Donald Stone	86.3%
137	2018	08	West	Pacific States	Jason Mitchell	68.8%
138	2018	08	West	Pacific States	Jeff McGowan	66.8%
139	2018	08	West	Pacific States	Kendall Char	363.7%
140	2018	08	West	Pacific States	Michael Garcia	75.3%
141	2018	08	West	Pacific States	Sherry Santana	54.0%

Count	BI_YEAR_KEY	BI_WK_NBR	Division	Region-Category	LSM Rollup	% FY Rev vs First Look Goal
142	2018	08	West	Pacific States	Steve Frohrip	67.4%

GRAND TOTAL

BI_YEAR_KEY	BI_WK_NBR
2018	08

% FY Rev vs First Look Goal
91.7%