

FIRST LOOK**Data file - LSM Rollups****2018 Week#7 (2/15/18)****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	07	Central	MidNorth	Bill Van Koevering	105.8%
2	2018	07	Central	MidNorth	Jamie Miller	106.1%
3	2018	07	Central	MidNorth	Jan Letko	105.3%
4	2018	07	Central	MidNorth	Jason Bjorson	123.9%
5	2018	07	Central	MidNorth	Joe DeBiak	85.3%
6	2018	07	Central	MidNorth	Joe Tessmer	79.6%
7	2018	07	Central	MidNorth	John Merchlewitz	68.9%
8	2018	07	Central	MidNorth	Kedron Thomas	102.1%
9	2018	07	Central	MidNorth	Kristen Hall	138.1%
10	2018	07	Central	MidNorth	Paul Sweet	93.7%
11	2018	07	Central	MidNorth	Peter Provost	101.3%
12	2018	07	Central	MidNorth	Ryan Krajewski	105.3%
13	2018	07	Central	MidNorth	Steve Houselander	94.6%
14	2018	07	Central	MidNorth	Tad Spading	97.5%
15	2018	07	Central	MidNorth	Terri Hoepner	113.0%
16	2018	07	Central	MidNorth	Todd McNally	127.1%
17	2018	07	Central	MidNorth	Todd Wery	95.5%
18	2018	07	Central	MidWest	Bob Marr	64.3%
19	2018	07	Central	MidWest	Bonnie Gallagher	92.4%
20	2018	07	Central	MidWest	Carol Rudofski	78.5%
21	2018	07	Central	MidWest	Jamie Hurt	63.1%
22	2018	07	Central	MidWest	Kevin Noel	80.9%
23	2018	07	Central	MidWest	Lori Brown	94.3%
24	2018	07	Central	MidWest	Mark Rouse	102.0%
25	2018	07	Central	MidWest	Mike Elam	75.7%
26	2018	07	Central	MidWest	Mike Pieper	111.7%
27	2018	07	Central	MidWest	Pam Elston	136.5%
28	2018	07	Central	Texas	David Allen	88.8%
29	2018	07	Central	Texas	Eric Atchley	56.9%
30	2018	07	Central	Texas	John Pedevilla	81.2%
31	2018	07	Central	Texas	Kim Murray	144.3%
32	2018	07	Central	Texas	Kimberly Murray	100.2%
33	2018	07	Central	Texas	Kristine Gomez	86.2%
34	2018	07	Central	Texas	Matt Ellis	129.5%
35	2018	07	Central	Texas	Michael Keesee	114.4%
36	2018	07	Central	Texas	Nathan McCray	68.9%
37	2018	07	Central	Texas	Raymond May	83.4%
38	2018	07	Central	Texas	Rick Barnhart	62.6%
39	2018	07	Central	Texas	Sally Martinez	97.5%
40	2018	07	Central	Texas	Sean Lervaag	135.1%
41	2018	07	Central	Texas	Steven Brooks	124.6%

Count	BI_YEAR_KEY	BI_WK_NBR	Division	Region-Category	LSM Rollup	% FY Rev vs First Look Goal
42	2018	07	Central	Texas	Tom Parsons	23.4%
43	2018	07	Northeast	New York	Derek Benedict	90.7%
44	2018	07	Northeast	New York	Jaime Morrison	95.7%
45	2018	07	Northeast	New York	Shapiro/Hermes	92.9%
46	2018	07	Northeast	New York	Staten Island LSM	65.3%
47	2018	07	Northeast	Ohio	Annie Keith	79.4%
48	2018	07	Northeast	Ohio	Brenda Jasper	68.9%
49	2018	07	Northeast	Ohio	Chadwick Collins	70.1%
50	2018	07	Northeast	Ohio	Christine Smith	82.7%
51	2018	07	Northeast	Ohio	Dino Gerdeman	92.4%
52	2018	07	Northeast	Ohio	Janey Ames	71.9%
53	2018	07	Northeast	Ohio	Jim Post	70.9%
54	2018	07	Northeast	Ohio	Karen Pope	83.7%
55	2018	07	Northeast	Ohio	Kerry Collins	72.9%
56	2018	07	Northeast	Ohio	Kevin Tucker	62.2%
57	2018	07	Northeast	Ohio	Laura Lee	81.1%
58	2018	07	Northeast	Ohio	Mark Chastain	71.3%
59	2018	07	Northeast	Ohio	Mike Chase	84.6%
60	2018	07	Northeast	Ohio	Ron Stricker	83.1%
61	2018	07	Northeast	Upstate NY / ME	Bill Bagley	76.7%
62	2018	07	Northeast	Upstate NY / ME	Bonita Elias	88.0%
63	2018	07	Northeast	Upstate NY / ME	Doug Foerster	72.3%
64	2018	07	Northeast	Upstate NY / ME	Erin Duffy	85.0%
65	2018	07	Northeast	Upstate NY / ME	Jennifer Loonan	71.4%
66	2018	07	Northeast	Upstate NY / ME	Katherine Drake Marhaver	53.8%
67	2018	07	Northeast	Upstate NY / ME	Laura Whittinghill	76.7%
68	2018	07	Northeast	Upstate NY / ME	Natasha Polito	63.5%
69	2018	07	Northeast	Upstate NY / ME	Nick Darling	74.7%
70	2018	07	Northeast	Upstate NY / ME	Ron Nagy	83.7%
71	2018	07	Northeast	Upstate NY / ME	Tara MacDonald	90.6%
72	2018	07	Northeast	Upstate NY / ME	Tracy Cramer	94.8%
73	2018	07	Northeast	Upstate NY / ME	William Bagley	115.6%
74	2018	07	South	Carolinas	Darryl Heller	72.2%
75	2018	07	South	Carolinas	David McGee	52.7%
76	2018	07	South	Carolinas	Dody Yarborough	63.8%
77	2018	07	South	Carolinas	Donna Hammett	74.7%
78	2018	07	South	Carolinas	Dwight Ardoin	80.7%
79	2018	07	South	Carolinas	Emily Zalacca	80.0%
80	2018	07	South	Carolinas	Jody Walker Little	94.0%
81	2018	07	South	Carolinas	John Shannon	47.3%
82	2018	07	South	Carolinas	Jon Bloom	64.7%
83	2018	07	South	Carolinas	Matt Livoti	93.8%
84	2018	07	South	Carolinas	Rob Padgett	70.9%
85	2018	07	South	Carolinas	Roy Costner	58.3%
86	2018	07	South	Carolinas	Shawn Harris	52.3%
87	2018	07	South	Carolinas	Stephanie Collins	31.7%
88	2018	07	South	Carolinas	Summer Hamdan	70.7%
89	2018	07	South	Carolinas	Teresa Vause	87.0%
90	2018	07	South	Florida	Chris Kelley	79.4%
91	2018	07	South	Florida	Chuck Budt	117.3%

Count	BI_YEAR_KEY	BI_WK_NBR	Division	Region-Category	LSM Rollup	% FY Rev vs First Look Goal
92	2018	07	South	Florida	Dave Hall	78.3%
93	2018	07	South	Florida	Gary Tietjen	87.9%
94	2018	07	South	Florida	John Fennessy	92.1%
95	2018	07	South	Florida	Kimberly Winters	84.0%
96	2018	07	South	Florida	Nick Puddicombe	81.2%
97	2018	07	South	Florida	Norm Pytel	91.9%
98	2018	07	South	Florida	Paula Gaustad	77.6%
99	2018	07	South	Florida	Tom Sweat	100.9%
100	2018	07	South	Southeast	Brian McDowall	89.0%
101	2018	07	South	Southeast	Chadwick Collins	73.2%
102	2018	07	South	Southeast	Chris Munson	52.0%
103	2018	07	South	Southeast	Gene Hardy	86.1%
104	2018	07	South	Southeast	George Robbins	76.5%
105	2018	07	South	Southeast	Jeff Fritz	44.9%
106	2018	07	South	Southeast	John Moore	68.7%
107	2018	07	South	Southeast	John Payne	42.0%
108	2018	07	South	Southeast	Kevin Anderson	60.4%
109	2018	07	South	Southeast	Kevin Kee	38.3%
110	2018	07	South	Southeast	Mitch Fain	89.3%
111	2018	07	South	Southeast	Scott Reed	34.8%
112	2018	07	South	Southeast	Todd Livingston	34.3%
113	2018	07	West	LA	Dereck Messana	144.3%
114	2018	07	West	LA	Derek Eggers	99.1%
115	2018	07	West	LA	Derek Messana	115.3%
116	2018	07	West	LA	Eugenia Mazzapica	84.6%
117	2018	07	West	LA	Helene Juceam	85.1%
118	2018	07	West	LA	Jason Shaffer	140.4%
119	2018	07	West	LA	Joe Flores	151.1%
120	2018	07	West	LA	John Krenzer	97.6%
121	2018	07	West	LA	Joshua Stratton	76.3%
122	2018	07	West	LA	Kelly Reed	90.0%
123	2018	07	West	LA	Lance Lowrie	95.4%
124	2018	07	West	LA	Lonnie Ross	127.0%
125	2018	07	West	LA	Michelle Beauchamp	74.7%
126	2018	07	West	LA	Mike Jaffe	81.4%
127	2018	07	West	LA	Niven Howlett	100.5%
128	2018	07	West	LA	Tom Laky	76.4%
129	2018	07	West	Mountain States	Grant Linnen	94.4%
130	2018	07	West	Mountain States	Heath Corley	81.8%
131	2018	07	West	Mountain States	Marcelle Jones	84.0%
132	2018	07	West	Mountain States	Open LSM	
133	2018	07	West	Mountain States	Raymond May	107.9%
134	2018	07	West	Mountain States	Todd Andrews	79.4%
135	2018	07	West	Pacific States	Amber Aguirre	79.1%
136	2018	07	West	Pacific States	Christine Lyles Smith	77.4%
137	2018	07	West	Pacific States	Donald Stone	84.5%
138	2018	07	West	Pacific States	Jason Mitchell	67.7%
139	2018	07	West	Pacific States	Jeff McGowan	65.5%
140	2018	07	West	Pacific States	Kendall Char	363.3%
141	2018	07	West	Pacific States	Michael Garcia	67.2%

Count	BI_YEAR_KEY	BI_WK_NBR	Division	Region-Category	LSM Rollup	% FY Rev vs First Look Goal
142	2018	07	West	Pacific States	Sherry Santana	51.9%
143	2018	07	West	Pacific States	Steve Frohrip	67.4%