

FIRST LOOK**Data file - LSM Rollups****2018 Week#9 (3/1/18)****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	09	Central	MidNorth	Bill Van Koevering	111.3%
2	2018	09	Central	MidNorth	Jamie Miller	114.9%
3	2018	09	Central	MidNorth	Jan Letko	118.2%
4	2018	09	Central	MidNorth	Jason Bjorson	136.0%
5	2018	09	Central	MidNorth	Joe DeBiak	102.6%
6	2018	09	Central	MidNorth	Joe Tessmer	87.5%
7	2018	09	Central	MidNorth	John Merchlewitz	70.2%
8	2018	09	Central	MidNorth	Kedron Thomas	109.1%
9	2018	09	Central	MidNorth	Kristen Hall	140.5%
10	2018	09	Central	MidNorth	Paul Sweet	103.7%
11	2018	09	Central	MidNorth	Peter Provost	117.6%
12	2018	09	Central	MidNorth	Ryan Krajewski	110.7%
13	2018	09	Central	MidNorth	Steve Houselander	104.1%
14	2018	09	Central	MidNorth	Tad Spading	116.0%
15	2018	09	Central	MidNorth	Terri Hoepner	128.6%
16	2018	09	Central	MidNorth	Todd McNally	125.6%
17	2018	09	Central	MidNorth	Todd Wery	108.8%
18	2018	09	Central	MidWest	Bob Marr	96.5%
19	2018	09	Central	MidWest	Bonnie Gallagher	100.5%
20	2018	09	Central	MidWest	Carol Rudofski	85.4%
21	2018	09	Central	MidWest	Jamie Hurt	74.8%
22	2018	09	Central	MidWest	Kevin Noel	88.8%
23	2018	09	Central	MidWest	Lori Brown	106.8%
24	2018	09	Central	MidWest	Mark Rouse	116.2%
25	2018	09	Central	MidWest	Mike Elam	109.2%
26	2018	09	Central	MidWest	Mike Pieper	118.4%
27	2018	09	Central	MidWest	Pam Elston	141.4%
28	2018	09	Central	MidWest	Ron Stricker	
29	2018	09	Central	Texas	David Allen	99.9%
30	2018	09	Central	Texas	Eric Atchley	77.7%
31	2018	09	Central	Texas	John Pedevilla	87.6%
32	2018	09	Central	Texas	Kim Murray	162.0%
33	2018	09	Central	Texas	Kimberly Murray	108.5%
34	2018	09	Central	Texas	Kristine Gomez	120.6%
35	2018	09	Central	Texas	Matt Ellis	146.6%
36	2018	09	Central	Texas	Michael Keesee	133.8%
37	2018	09	Central	Texas	Nathan McCray	82.0%
38	2018	09	Central	Texas	Raymond May	85.8%
39	2018	09	Central	Texas	Rick Barnhart	77.5%
40	2018	09	Central	Texas	Sally Martinez	108.4%
41	2018	09	Central	Texas	Sean Lervaag	149.8%

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42	2018	09	Central	Texas	Steven Brooks	140.9%
43	2018	09	Central	Texas	Tom Parsons	25.4%
44	2018	09	Northeast	New York	Derek Benedict	101.6%
45	2018	09	Northeast	New York	Jaime Morrison	102.2%
46	2018	09	Northeast	New York	Shapiro/Hermes	111.7%
47	2018	09	Northeast	New York	Staten Island LSM	66.0%
48	2018	09	Northeast	Ohio	Annie Keith	80.8%
49	2018	09	Northeast	Ohio	Brenda Jasper	73.0%
50	2018	09	Northeast	Ohio	Chadwick Collins	131.0%
51	2018	09	Northeast	Ohio	Christine Smith	111.2%
52	2018	09	Northeast	Ohio	Dino Gerdeman	97.3%
53	2018	09	Northeast	Ohio	Janey Ames	81.3%
54	2018	09	Northeast	Ohio	Jim Post	81.1%
55	2018	09	Northeast	Ohio	Karen Pope	91.2%
56	2018	09	Northeast	Ohio	Kerry Collins	78.6%
57	2018	09	Northeast	Ohio	Kevin Tucker	73.8%
58	2018	09	Northeast	Ohio	Laura Lee	90.1%
59	2018	09	Northeast	Ohio	Mark Chastain	81.8%
60	2018	09	Northeast	Ohio	Mike Chase	101.0%
61	2018	09	Northeast	Ohio	Ron Stricker	98.5%
62	2018	09	Northeast	Upstate NY / ME	Bill Bagley	92.2%
63	2018	09	Northeast	Upstate NY / ME	Bonita Elias	104.7%
64	2018	09	Northeast	Upstate NY / ME	Doug Foerster	79.8%
65	2018	09	Northeast	Upstate NY / ME	Erin Duffy	98.4%
66	2018	09	Northeast	Upstate NY / ME	Jennifer Loonan	83.6%
67	2018	09	Northeast	Upstate NY / ME	Katherine Drake Marhaver	69.1%
68	2018	09	Northeast	Upstate NY / ME	Laura Whittinghill	94.1%
69	2018	09	Northeast	Upstate NY / ME	Natasha Polito	71.0%
70	2018	09	Northeast	Upstate NY / ME	Nick Darling	93.8%
71	2018	09	Northeast	Upstate NY / ME	Ron Nagy	100.2%
72	2018	09	Northeast	Upstate NY / ME	Tara MacDonald	108.5%
73	2018	09	Northeast	Upstate NY / ME	Tracy Cramer	108.8%
74	2018	09	South	Carolinas	Darryl Heller	81.7%
75	2018	09	South	Carolinas	David McGee	67.1%
76	2018	09	South	Carolinas	Dody Yarborough	78.7%
77	2018	09	South	Carolinas	Donna Hammett	90.7%
78	2018	09	South	Carolinas	Dwight Ardoin	94.9%
79	2018	09	South	Carolinas	Emily Zalacca	113.6%
80	2018	09	South	Carolinas	Jody Walker Little	100.1%
81	2018	09	South	Carolinas	John Shannon	47.7%
82	2018	09	South	Carolinas	Jon Bloom	67.0%
83	2018	09	South	Carolinas	Matt Livoti	102.8%
84	2018	09	South	Carolinas	Rob Padgett	74.2%
85	2018	09	South	Carolinas	Roy Costner	62.1%
86	2018	09	South	Carolinas	Shawn Harris	9.2%
87	2018	09	South	Carolinas	Stephanie Collins	72.1%
88	2018	09	South	Carolinas	Summer Hamdan	79.5%
89	2018	09	South	Carolinas	Teresa Vause	107.4%
90	2018	09	South	Florida	Chris Kelley	83.5%
91	2018	09	South	Florida	Chuck Budt	134.7%

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92	2018	09	South	Florida	Dave Hall	87.3%
93	2018	09	South	Florida	Gary Tietjen	88.0%
94	2018	09	South	Florida	John Fennessy	97.5%
95	2018	09	South	Florida	Kimberly Winters	93.4%
96	2018	09	South	Florida	Nick Puddicombe	90.2%
97	2018	09	South	Florida	Norm Pytel	100.6%
98	2018	09	South	Florida	Paula Gaustad	80.9%
99	2018	09	South	Florida	Tom Sweat	107.3%
100	2018	09	South	Southeast	Brian McDowall	102.0%
101	2018	09	South	Southeast	Chadwick Collins	79.7%
102	2018	09	South	Southeast	Chris Munson	78.9%
103	2018	09	South	Southeast	Gene Hardy	99.3%
104	2018	09	South	Southeast	George Robbins	91.0%
105	2018	09	South	Southeast	Jeff Fritz	52.4%
106	2018	09	South	Southeast	John Moore	77.7%
107	2018	09	South	Southeast	John Payne	48.2%
108	2018	09	South	Southeast	Kevin Anderson	73.0%
109	2018	09	South	Southeast	Kevin Kee	41.3%
110	2018	09	South	Southeast	Mitch Fain	86.6%
111	2018	09	South	Southeast	Scott Reed	57.2%
112	2018	09	South	Southeast	Todd Livingston	45.8%
113	2018	09	West	LA	Dereck Messana	162.6%
114	2018	09	West	LA	Derek Eggers	108.3%
115	2018	09	West	LA	Derek Messana	124.6%
116	2018	09	West	LA	Eugenia Mazzapica	96.3%
117	2018	09	West	LA	Helene Juceam	94.6%
118	2018	09	West	LA	Jason Shaffer	129.2%
119	2018	09	West	LA	Joe Flores	163.0%
120	2018	09	West	LA	John Krenzer	99.3%
121	2018	09	West	LA	Joshua Stratton	89.9%
122	2018	09	West	LA	Kelly Reed	111.9%
123	2018	09	West	LA	Lance Lowrie	99.5%
124	2018	09	West	LA	Lonnie Ross	143.4%
125	2018	09	West	LA	Michelle Beauchamp	81.7%
126	2018	09	West	LA	Mike Jaffe	98.1%
127	2018	09	West	LA	Niven Howlett	106.0%
128	2018	09	West	LA	Tom Laky	83.2%
129	2018	09	West	Mountain States	Grant Linnen	104.0%
130	2018	09	West	Mountain States	Heath Corley	89.1%
131	2018	09	West	Mountain States	Marcelle Jones	98.4%
132	2018	09	West	Mountain States	Open LSM	
133	2018	09	West	Mountain States	Raymond May	113.5%
134	2018	09	West	Mountain States	Todd Andrews	83.3%
135	2018	09	West	Pacific States	Amber Aguirre	83.8%
136	2018	09	West	Pacific States	Christine Lyles Smith	84.0%
137	2018	09	West	Pacific States	Donald Stone	114.2%
138	2018	09	West	Pacific States	Jason Mitchell	82.1%
139	2018	09	West	Pacific States	Jeff McGowan	80.1%
140	2018	09	West	Pacific States	Kendall Char	378.6%
141	2018	09	West	Pacific States	Michael Garcia	107.3%

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142	2018	09	West	Pacific States	Sherry Santana	61.2%
143	2018	09	West	Pacific States	Steve Frohrip	74.9%