

FIRST LOOK
 Data file
 2018 Week#7 (2/15/18)
 OTB Net Revenues, by AE

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	PID-EID	Full Year Net Rev	FY 2018 Budget	2018 First Look Budget Goal	% FY Rev vs First Look Goal
1	2018 07	AE	S1 - S1.5	Central	MidNorth	Brett Richter	Brett Richter	Steve Houselander	1209995	E219831	656,715	1,213,000	512,965	128.0%	
2	2018 07	AE	S1 - S1.5	Central	MidNorth	Desiree Rongitsch	Desiree Rongitsch	Peter Provost	1034011		738,087	1,315,085	660,000	111.8%	
3	2018 07	AE	S1 - S1.5	Central	MidNorth	Jennifer Wilvers	Jennifer Wilvers	Paul Sweet	1508155		187,587	303,253	146,989	146.9%	
4	2018 07	AE	S1 - S1.5	Central	MidNorth	Kathryn Seales	Kathryn Seales	Jan Letko	1091700	P2184797	919,008	1,032,239	708,759	129.7%	
5	2018 07	AE	S1 - S1.5	Central	MidNorth	Michael Sieracki	Michael Sieracki	John Merchlewitz	6044793		400	1,311,033			
6	2018 07	AE	S1 - S1.5	Central	MidNorth	Susan Welk	Susan Welk	Jan Letko	1233981	P2312191	372,364	1,044,133	424,204	87.8%	
7	2018 07	AE	S1 - S1.5	Central	MidNorth	Toni Binder	Toni Binder	Jason Bjorson	1527365		847,443	1,195,647	599,454	141.4%	
8	2018 07	AE	S1 - S1.5	Central	MidNorth	Tori Grant Welhouse	Tori Grant Welhouse	Todd Mery	1204044	P2306307	326,647	1,045,711	555,711	58.8%	
9	2018 07	AE	S1 - S1.5	Central	MidWest	Angela Love	Angela Love	Mike Elam	1510820	A0419097	393,502	1,301,604	675,749	58.2%	
10	2018 07	AE	S1 - S1.5	Central	MidWest	Brant Gillett	Brant Gillett	Jamie Hurt	1194872	E201971	421,073	1,213,875	721,000	58.4%	
11	2018 07	AE	S1 - S1.5	Central	MidWest	Douglas Montgomery	Douglas Montgomery	Jamie Hurt	1152078		312,151	1,090,290	505,000	61.8%	
12	2018 07	AE	S1 - S1.5	Central	MidWest	Jeff McCann	Jeff McCann	Bonnie Gallagher	1510512	jm290268	133,779	1,013,004	577,100	23.2%	
13	2018 07	AE	S1 - S1.5	Central	MidWest	Jeff Stone	Jeff Stone	Mike Pieper	1510997		913,257	1,157,716	711,462	78.6%	
14	2018 07	AE	S1 - S1.5	Central	MidWest	Lori Dickerson	Lori Dickerson	Mike Pieper	1516899	1516899	289,788	1,282,475	721,732	55.5%	
15	2018 07	AE	S1 - S1.5	Central	MidWest	Lori James	Lori James	Bonnie Gallagher	1508583	190419	673,131	1,387,274	696,500	96.6%	
16	2018 07	AE	S1 - S1.5	Central	MidWest	Sherry Saylor	Sherry Saylor	Lori Brown	6026297	E7423887	319,174	1,434,745	721,000	44.3%	
17	2018 07	AE	S1 - S1.5	Central	MidWest	Tamara Dudenhoeffer	Tamara Dudenhoeffer	Mike Pieper	1516408	T0231587	862,423	1,154,456	569,162	151.5%	
18	2018 07	AE	S1 - S1.5	Central	Texas	Chelsea Ketcher	Chelsea Ketcher	Sean Lervag	1186085	P2157053	513,379	1,120,184	580,000	85.5%	
19	2018 07	AE	S1 - S1.5	Central	Texas	Deana Holmes	Deana Holmes	David Allen	1212870	E223075	709,305	1,432,716	850,000	83.4%	
20	2018 07	AE	S1 - S1.5	Central	Texas	Ellen Cannon	Ellen Cannon	Kim Murray	1146979	E144297	1,000,754	1,328,060	615,000	162.7%	
21	2018 07	AE	S1 - S1.5	Central	Texas	Jessica Miller	Jessica Miller	David Allen	1232210	P2299683	309,619	1,304,429	854,404	36.2%	
22	2018 07	AE	S1 - S1.5	Central	Texas	Kara Heinen	Kara Heinen	Steven Brooks	1114035	E103825	1,160,768	1,363,011	500,000	232.2%	
23	2018 07	AE	S1 - S1.5	Central	Texas	Kathy Reter	Kathy Reter	Steven Brooks	1100795		522,218	1,157,716	600,000	87.0%	
24	2018 07	AE	S1 - S1.5	Central	Texas	Kendall Washington	Kendall Washington	John Pedevilla	1128610		251,876	1,126,014	550,000	45.8%	
25	2018 07	AE	S1 - S1.5	Central	Texas	Kevin Christian	Kevin Christian	John Pedevilla	1188359	P2194055	580,278	1,052,182	600,000	96.7%	
26	2018 07	AE	S1 - S1.5	Central	Texas	Marie Dale	Marie Dale	David Ellis	1191196	E197500	656,667	1,037,594	600,000	109.4%	
27	2018 07	AE	S1 - S1.5	Central	Texas	Marla Newton	Marla Newton	David Allen	1114115		781,039	1,484,007	750,000	104.1%	
28	2018 07	AE	S1 - S1.5	Central	Texas	Michelle Borges	Michelle Borges	Matt Ellis	1101059	P2198926	686,799	1,000,000	700,000	108.4%	
29	2018 07	AE	S1 - S1.5	Central	Texas	Job Share - Dorothy Basso/Sarah Kardys	Job Share - Dorothy Basso/Sarah Kardys	Kristine Gomez	1022433	E794157	1,850,562	1,492,248	1,600,000	115.7%	
30	2018 07	AE	S1 - S1.5	Central	Texas	Sheldon Davis	Sheldon Davis	Sally Martinez	1078312	P2174063	934,275	1,489,572	726,749	128.6%	
31	2018 07	AE	S1 - S1.5	Central	Texas	Sonia Brown	Sonia Brown	Kim Murray	6034101	2591166	534,596	1,027,635	510,000	104.8%	
32	2018 07	AE	S1 - S1.5	Central	Texas	Teri Longoria-DeAnda	Teri Longoria-DeAnda	Sally Martinez	1067994		740,375	1,350,114	725,550	102.0%	
33	2018 07	AE	S1 - S1.5	Central	New York	Brenda Whelan	Brenda Whelan	Staten Island LSM	1070731		203,246	1,343,035	550,000	37.4%	
34	2018 07	AE	S1 - S1.5	Central	New York	Dean Darling	Dean Darling	Derek Benedict	1077227	P2148695	628,261	1,364,462	725,000	86.7%	
35	2018 07	AE	S1 - S1.5	Central	New York	Kevin Walsh	Kevin Walsh	Staten Island LSM	1192968	P2149432	121,079	1,111,636	525,000	40.4%	
36	2018 07	AE	S1 - S1.5	Central	Ohio	Alicia Kerrigan	Alicia Kerrigan	Mike Chase	6039568	E2772011	425,118	1,222,335	940,000	45.2%	
37	2018 07	AE	S1 - S1.5	Central	Ohio	Andrea Nardell	Andrea Nardell	Janey Ames	1184736	E189662	830,342	1,148,695	895,000	92.8%	
38	2018 07	AE	S1 - S1.5	Central	Ohio	Angela Haynes	Angela Haynes	Laura Lee	1515877		551,964	1,055,000	665,000	83.5%	
39	2018 07	AE	S1 - S1.5	Central	Ohio	Brian Schwab	Brian Schwab	Christine Smith	6045499		480,373	1,116,903	1,054,000	45.6%	
40	2018 07	AE	S1 - S1.5	Central	Ohio	Britany Martindale	Britany Martindale	Kevin Tucker	6038796	E770858	331,174	1,271,358	452,000	73.3%	
41	2018 07	AE	S1 - S1.5	Central	Ohio	Carey Bradley	Carey Bradley	Christine Smith	1225083		420,962	1,341,488	1,054,980	39.9%	
42	2018 07	AE	S1 - S1.5	Central	Ohio	Diane Hansen	Diane Hansen	Ron Stricker	1170153	P2200827	921,320	1,441,572	850,000	108.4%	
43	2018 07	AE	S1 - S1.5	Central	Ohio	Christina Pace	Christina Pace	Christina Smith	1146048	P2157481	1,319,266	1,291,000	1,065,035	123.9%	
44	2018 07	AE	S1 - S1.5	Central	Ohio	Jeffrey Schroeder	Jeffrey Schroeder	Karen Pope	1218842		322,459	1,012,431	500,000	64.5%	
45	2018 07	AE	S1 - S1.5	Central	Ohio	Joan Hronec	Joan Hronec	Kevin Tucker	1019383	E003982	609,413	1,196,955	1,073,500	56.8%	
46	2018 07	AE	S1 - S1.5	Central	Ohio	Kimberly Lucas	Kimberly Lucas	Annie Keith	1233588	em47501	547,281	1,188,332	685,137	79.9%	
47	2018 07	AE	S1 - S1.5	Central	Ohio	Lauren Pirkey	Lauren Pirkey	Laura Lee	6036275	E763796	507,488	1,399,175	452,000	112.3%	
48	2018 07	AE	S1 - S1.5	Central	Ohio	Mary Brann	Mary Brann	Kerry Collins	677482		299,188	1,090,000	518,000	55.8%	
49	2018 07	AE	S1 - S1.5	Central	Ohio	Ryan Brant	Ryan Brant	Kerry Collins	6037276	P2766214	336,458	1,123,681	300,000	112.2%	
50	2018 07	AE	S1 - S1.5	Central	Ohio	Sally Boggins	Sally Boggins	Janey Ames	1137871	P2178508	378,340	1,031,611	840,000	45.0%	
51	2018 07	AE	S1 - S1.5	Central	Ohio	Sarah Mouse	Sarah Mouse	Kerry Collins	1018065	P2726444	377,517	1,034,872	250,000	151.0%	
52	2018 07	AE	S1 - S1.5	Central	Ohio	Sarah Zingale	Sarah Zingale	Annie Keith	1116234	P2166833	330,343	1,201,000	996,858	63.2%	
53	2018 07	AE	S1 - S1.5	Central	Ohio	Shawn Gibson	Shawn Gibson	Annie Keith	12167153		608,532	1,276,551	844,000	78.8%	
54	2018 07	AE	S1 - S1.5	Central	Ohio	Shella Robinson	Shella Robinson	Kevin Tucker	1091010	P2759848	425,482	1,069,342	339,000	125.5%	
55	2018 07	AE	S1 - S1.5	Central	Ohio	Thomas Dinkel	Thomas Dinkel	Ron Stricker	1236420		207,188	1,083,257	625,000	33.2%	
56	2018 07	AE	S1 - S1.5	Central	Ohio	Timothy Powers	Timothy Powers	Karen Pope	1018992	P2188727	912,271	1,274,601	800,000	114.0%	
57	2018 07	AE	S1 - S1.5	Central	Ohio	Todd Teszel	Todd Teszel	Chadwick Collins	1515996	E155527	245,450	1,006,333	350,000	70.1%	
58	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Andria Polito	Andria Polito	Natasha Polito	1226708	P218262	330,378	1,336,943	1,050,000	59.5%	
59	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Andy Adler	Andy Adler	Tara MacDonald	1009563	P2159505	644,359	1,020,716	549,042	117.4%	
60	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Gerylyn Brei	Gerylyn Brei	Bill Bagley	1126368	P2190353	611,527	1,482,612	1,010,000	60.5%	
61	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Gretchen McLaughlin	Gretchen McLaughlin	Erin Duffy	1164215	P2148301	541,974	1,261,335	410,000	132.2%	
62	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Jeff Margieron	Jeff Margieron	Doug Foerster	1036619	E020435	201,853	1,133,352	469,000	43.0%	
63	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Jennifer Moschetti	Jennifer Moschetti	Erin Duffy	1049573		532,887	1,209,884	1,150,000	45.2%	
64	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Joseph Famolaro	Joseph Famolaro	Katherine Drake Marhaver	1096691	P2150850	363,255	1,405,526	825,000	44.0%	
65	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Laura Elias	Laura Elias	Tara MacDonald	1229886	E243176	296,187	1,207,118	250,000	118.5%	
66	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Lauren Stricos	Lauren Stricos	Tracy Cramer	1216482		477,516	1,146,748	589,000	81.1%	
67	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Marc Gilbert	Marc Gilbert	Erin Duffy	1009566	P2206312	607,510	1,182,379	810,000	75.0%	
68	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Matt Wells	Matt Wells	Nick Darling	1142405	P210581	650,407	1,244,296	810,000	61.0%	
69	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Melissa Vassaneli	Melissa Vassaneli	Erin Duffy	1219476	E230843	898,476	1,109,799	815,000	110.2%	
70	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Patrick Evans	Patrick Evans	Laura Whittinghill	1236655	E254481	100,837	1,248,198	700,000	14.4%	
71	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Ryan Robbins	Ryan Robbins	Bill Bagley	1187219	P2185304	1,049,268	1,405,174	985,000	106.5%	
72	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Sarah Keep	Sarah Keep	Doug Foerster	1218750		328,985	1,006,313	631,123	52.1%	
73	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Scott Gordon	Scott Gordon	Natasha Polito	1218262		330,378	1,336,943	1,050,000	22.8%	
74	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Simone Audo	Simone Audo	Tara MacDonald	1180746	E184928	346,285	1,044,371	527,544	65.6%	
75	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Stacey Fudella	Stacey Fudella	Laura Whittinghill	1194514	P2176679	849,731	1,239,502	720,000	118.0%	
76	2018 07	AE	S1 - S1.5	Central	Update NY / ME	Thomas Penn	Thomas Penn	Jennifer Loonan	1225954	P2195815	432,113	1,327,259	783,000	55.2%	
77	2018 07	AE	S1 - S1.5	Central	South	Brian Haag	Brian Haag	Enly Zalaca	1039627	P2160136	812,255	1,261,246	500,000	162.5%	
78	2018 07	AE	S1 - S1.5	Central	South	Candice Hemmison	Candice Hemmison	Rob Padgett	1215634		337,554	1,045,000	500,000	65.3%	
79	2018 07	AE	S1 - S1.5	Central	South	Chamon Smith	Chamon Smith	Jo Bloom	1233376	P2301120	398,401	1,226,746	790,000	50.4%	
80	2018 07	AE	S1 - S1.5	Central	South	Denise Williams	Denise Williams	Jody Walker Little	1507756	DW179894	472,136	1,116,752	525,000	89.9%	
81	2018 07	AE	S1 - S1.5	Central	South	Donald Blackwell	Donald Blackwell	Darryl Heller	1510033		918,190	1,494,376	656,385	139.9%	
82	2018 07	AE	S1 - S1.5	Central	South	Frederick Briggs	Frederick Briggs	Rob Padgett	1215386	P2176324	368,528	1,059,880	600,000	61.4%	
83	2018 07	AE	S1 - S1.5	Central	South	Holly Wise									

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147	2018	07	AE	S1 - S1.5	West	Pacific States	Annette Ching	Annette Ching	Michael Garcia	6007902	P2089894	300,409	1,221,902	450,000	66.8%
148	2018	07	AE	S1 - S1.5	West	Pacific States	Gregory Florian	Gregory Florian	Michael Garcia	1196041		1,194,296		300,000	146.9%
149	2018	07	AE	S1 - S1.5	West	Pacific States	Karen Lee	Karen Lee	Michael Garcia	1902767	P2201045	442,309	1,400,000	600,000	73.7%
150	2018	07	AE	S1 - S1.5	West	Pacific States	Lorraine Sugimoto	Lorraine Sugimoto	Michael Garcia	1056493	E025963	304,692	1,384,976	600,000	50.8%
151	2018	07	AE	S1 - S1.5	West	Pacific States	Melanie Rosellhi	Melanie Rosellhi	Michael Garcia	1072513	P2184814	651,444	1,492,228	610,000	106.8%
152	2018	07	AE	S1.5+	Central	MidNorth	Cindy McCabe	Cindy McCabe	Todd Wery	1025737	P2203670	759,773	1,637,928	685,678	110.8%
153	2018	07	AE	S1.5+	Central	MidNorth	Jennifer Pizar	Jennifer Pizar	Jason Bjorson	P2200716		1,186,305	1,186,305	833,078	128.8%
154	2018	07	AE	S1.5+	Central	MidNorth	Jessica Oat	Jessica Oat	Steve Houselander	1143073	P2186957	827,736	1,620,000	837,923	98.8%
155	2018	07	AE	S1.5+	Central	MidNorth	Joann DeYoung	Joann DeYoung	Jason Bjorson	1024737		1,304,613	2,597,426	1,289,714	101.2%
156	2018	07	AE	S1.5+	Central	MidNorth	Kathryn Grant	Kathryn Grant	Jason Bjorson	1066535	P2160336	1,349,744	1,980,315	981,049	137.6%
157	2018	07	AE	S1.5+	Central	MidNorth	Kelly Resch	Kelly Resch	Steve Houselander	1223954	P2154673	908,335	2,573,000	1,279,681	71.0%
158	2018	07	AE	S1.5+	Central	MidNorth	Shane Roth/Blackstaff	Shane Roth/Blackstaff	Paul Swarth	187068		1,512,490	2,206,661	923,600	125.1%
159	2018	07	AE	S1.5+	Central	MidWest	Ashley Caglihami	Ashley Caglihami	Lori Brown	1148719	E146532	1,118,127	1,563,972	793,000	141.0%
160	2018	07	AE	S1.5+	Central	MidWest	Becky Linsler	Becky Linsler	Lori Brown	1034933	P2162225	1,097,748	2,478,000	1,153,000	95.2%
161	2018	07	AE	S1.5+	Central	MidWest	Dave Castro	Dave Castro	Mike Pieper	1509232		1,594,742	2,867,625	1,328,043	120.1%
162	2018	07	AE	S1.5+	Central	MidWest	Franc Massey	Franc Massey	Jamie Hurt	1034636	0001301	680,039	2,316,590	1,153,000	59.0%
163	2018	07	AE	S1.5+	Central	MidWest	Jeff Sherman	Jeff Sherman	Jamie Hurt	E142212		1,631,997	2,596,423	917,400	65.3%
164	2018	07	AE	S1.5+	Central	MidWest	Ken Deutch	Ken Deutch	Mike Elam	1511425		861,197	1,799,111	948,602	70.8%
165	2018	07	AE	S1.5+	Central	MidWest	Kevin Barry	Kevin Barry	Mike Elam	1520465	K8266033	680,205	1,501,402	633,514	107.4%
166	2018	07	AE	S1.5+	Central	MidWest	Lynley Gee	Lynley Gee	Jamie Hurt	1187021		158,577	1,708,995	721,000	71.9%
167	2018	07	AE	S1.5+	Central	MidWest	Maureen Werner	Maureen Werner	Mike Elam	1523320	MMW28363	719,793	2,597,594	1,140,324	63.1%
168	2018	07	AE	S1.5+	Central	MidWest	Sue Mosler	Sue Mosler	Mike Elam	1511426		826,680	1,577,254	593,154	89.0%
169	2018	07	AE	S1.5+	Central	Texas	Andrea Burson	Andrea Burson	Kristine Gomez	1160840		1,311,219	1,838,573	850,000	154.3%
170	2018	07	AE	S1.5+	Central	Texas	Annette Reid	Annette Reid	Eric Atchley			505,434		800,000	63.2%
171	2018	07	AE	S1.5+	Central	Texas	Arntilla Womack	Arntilla Womack	Raymond May	1222664	E234571	622,086	1,543,350	782,776	79.5%
172	2018	07	AE	S1.5+	Central	Texas	Ashley Dudley	Ashley Dudley	Eric Atchley	1219278	E230619	826,929	2,017,083	950,000	87.0%
173	2018	07	AE	S1.5+	Central	Texas	Claudia Montgomery	Claudia Montgomery	David Allen	1137466		1,314,731	3,549,025	1,320,000	61.9%
174	2018	07	AE	S1.5+	Central	Texas	Dan Squires	Dan Squires	Kim Murray	1034244	E014724	3,641,046	3,604,989	1,603,278	227.1%
175	2018	07	AE	S1.5+	Central	Texas	Eric Lunsford	Eric Lunsford	Sean Lervag	1041923	P2153080	1,996,693	2,151,601	1,160,000	172.1%
176	2018	07	AE	S1.5+	Central	Texas	Janet Emmert	Janet Emmert	David Allen	1078803		1,255,707	1,826,604	1,015,154	66.7%
177	2018	07	AE	S1.5+	Central	Texas	Jimmy Hare	Jimmy Hare	Rick Barnhart	1098133		854,782	4,595,786	1,986,455	43.0%
178	2018	07	AE	S1.5+	Central	Texas	Joan Hensert	Joan Hensert	Rick Barnhart	E1261964		1,084,095	1,986,454	49,408	25.1%
179	2018	07	AE	S1.5+	Central	Texas	Job Share: Debra Flume / Angela Doores Langlois	Job Share: Debra Flume / Angela Doores Langlois	Kristine Gomez	1081862 / 1081863		522,096	3,104,911	2,077,189	25.1%
180	2018	07	AE	S1.5+	Central	Texas	Job Share: Ray Michel / Doreen Witt	Job Share: Ray Michel / Doreen Witt	Kimberly Murray	1093545 / 1118084		1,888,540	2,770,758	1,885,000	100.2%
181	2018	07	AE	S1.5+	Central	Texas	Job Share Weaver / Whitten	Job Share Weaver / Whitten	Kim Murray	1161460	E162147	390,004	1,667,944	1,150,000	34.3%
182	2018	07	AE	S1.5+	Central	Texas	Joey Little	Joey Little	Rick Barnhart	1164460	E165870	592,866	3,992,767	1,986,455	29.8%
183	2018	07	AE	S1.5+	Central	Texas	Kathy Spaul	Kathy Spaul	Rick Barnhart	12178927		1,279,423	1,596,454	1,986,454	67.6%
184	2018	07	AE	S1.5+	Central	Texas	Keith Grubb	Keith Grubb	Eric Atchley	1194984		1,441,175	3,917,233	2,060,181	70.0%
185	2018	07	AE	S1.5+	Central	Texas	Kenny Gierl	Kenny Gierl	Rick Barnhart	E703060		1,782,743	3,623,715	3,972,909	44.9%
186	2018	07	AE	S1.5+	Central	Texas	Lisa Reid	Lisa Reid	Rick Barnhart	1165223	P2200173	2,744,664	5,816,758	1,986,454	138.2%
187	2018	07	AE	S1.5+	Central	Texas	Michael Crow	Michael Crow	John Pedevilla	1101416		483,420	1,522,966	725,000	65.0%
188	2018	07	AE	S1.5+	Central	Texas	Mike Nelson	Mike Nelson	Eric Atchley	E146123		1,490,794	2,490,794	1,350,000	43.8%
189	2018	07	AE	S1.5+	Central	Texas	Nicholas Mohamed	Nicholas Mohamed	John Pedevilla	1239237	E240599	545,439	2,381,505	1,000,000	75.5%
190	2018	07	AE	S1.5+	Central	Texas	Paul Powitz	Paul Powitz	Eric Atchley	1110416	P2153816	481,503	3,024,990	1,600,000	30.1%
191	2018	07	AE	S1.5+	Northeast	New York	Adam Meyer	Adam Meyer	Shapiro/Hermes	1229513		1,292,022	8,192,948	2,511,070	51.5%
192	2018	07	AE	S1.5+	Northeast	New York	Brenda Izariy	Brenda Izariy	Jaime Morrison	1157793	P2199687	1,159,257	1,794,867	825,000	140.5%
193	2018	07	AE	S1.5+	Northeast	New York	Brian Cavallaro	Brian Cavallaro	Shapiro/Hermes	P2130665		2,941,568	3,000,000	900,000	74.1%
194	2018	07	AE	S1.5+	Northeast	New York	Carlos Jimenez	Carlos Jimenez	Derek Benedict	1009525		2,870,233	3,000,000	3,000,000	95.7%
195	2018	07	AE	S1.5+	Northeast	New York	Corey Petrucelli	Corey Petrucelli	Shapiro/Hermes	1145420	E142268	2,740,686	8,273,308	2,200,000	124.6%
196	2018	07	AE	S1.5+	Northeast	New York	Danielle Daley	Danielle Daley	Shapiro/Hermes	1155609	P2188386	2,326,022	5,777,762	2,400,000	96.9%
197	2018	07	AE	S1.5+	Northeast	New York	David Blakely	David Blakely	Derek Benedict	1005280		439,124	1,769,973	725,000	60.6%
198	2018	07	AE	S1.5+	Northeast	New York	Diana Elerson	Diana Elerson	Shapiro/Hermes	P2183181		1,916,791	2,685,552	1,000,000	91.2%
199	2018	07	AE	S1.5+	Northeast	New York	Dylan Larkin	Dylan Larkin	Shapiro/Hermes	1199127	P2174903	508,272	3,283,564	393,928	129.0%
200	2018	07	AE	S1.5+	Northeast	New York	Eric Tolchin	Eric Tolchin	Jaime Morrison	1182084	P2171722	776,019	1,603,479	700,000	110.9%
201	2018	07	AE	S1.5+	Northeast	New York	Florence O'Brien	Florence O'Brien	Shapiro/Hermes	1198676		3,236,060	12,027,008	4,000,000	80.9%
202	2018	07	AE	S1.5+	Northeast	New York	Jo Ellen Rix	Jo Ellen Rix	Shapiro/Hermes	1023296		3,043,238	8,729,695	2,668,894	114.0%
203	2018	07	AE	S1.5+	Northeast	New York	Jonathan Auster	Jonathan Auster	Shapiro/Hermes	E1170964		6,791,943	1,212,214	2,122,214	70.3%
204	2018	07	AE	S1.5+	Northeast	New York	Philip Lefevre	Philip Lefevre	Shapiro/Hermes	1154851	P2163337	2,909,168	10,297,897	2,500,000	116.4%
205	2018	07	AE	S1.5+	Northeast	New York	Timothy Minter	Timothy Minter	Jaime Morrison	1200396		490,885	1,887,024	700,000	70.1%
206	2018	07	AE	S1.5+	Northeast	Ohio	Aimee Krzyscin	Aimee Krzyscin	Christine Smith	1210557	E220544	805,145	2,197,000	1,208,443	66.6%
207	2018	07	AE	S1.5+	Northeast	Ohio	Brian Florio	Brian Florio	Jim Post	1179252	P2196155	682,133	3,489,879	1,750,000	39.0%
208	2018	07	AE	S1.5+	Northeast	Ohio	Chris Reid	Chris Reid	Jaime Ames	1099815	P2197005	1,396,885	1,900,000	1,900,000	79.3%
209	2018	07	AE	S1.5+	Northeast	Ohio	Constance Rockwood	Constance Rockwood	Ann Keith	1121534		1,104,619	1,613,124	1,371,574	80.5%
210	2018	07	AE	S1.5+	Northeast	Ohio	Deborah Ziegman	Deborah Ziegman	Karen Pope	1200688	E08644	529,736	1,935,568	600,395	88.2%
211	2018	07	AE	S1.5+	Northeast	Ohio	Dianne Haggins	Dianne Haggins	Kevin Tucker	1020318	P2191128	588,467	1,975,575	1,278,655	46.0%
212	2018	07	AE	S1.5+	Northeast	Ohio	Heather Schultz	Heather Schultz	Laura Lee	1236774	P2333773	716,247	2,737,090	1,243,000	57.6%
213	2018	07	AE	S1.5+	Northeast	Ohio	Jennifer Roback	Jennifer Roback	Mike Chase	1151508		2,281,036	3,176,000	1,076,000	63.8%
214	2018	07	AE	S1.5+	Northeast	Ohio	Job Share: Renee Copfer / Tracy Benton	Job Share: Renee Copfer / Tracy Benton	Mike Chase	1074295 / 1084256		4,886,968	8,983,710	4,454,000	100.7%
215	2018	07	AE	S1.5+	Northeast	Ohio	Job Share O'Hara / Carter	Job Share: O'Hara / Carter	Jaime Ames	1124257 / 1179066		1,659,927	4,489,161	2,320,124	74.4%
216	2018	07	AE	S1.5+	Northeast	Ohio	Job Share Steinbrunner / Paul Shupe	Job Share Steinbrunner / Paul Shupe	Laura Lee	1153061 / 1123198		978,572	4,090,933	1,289,172	75.9%
217	2018	07	AE	S1.5+	Northeast	Ohio	Joseph Tern	Joseph Tern	Christine Smith	11410059		1,418,059	1,248,182	1,248,182	114.8%
218	2018	07	AE	S1.5+	Northeast	Ohio	Kimberly Tolnar	Kimberly Tolnar	Laura Lee	1203522		1,019,461	1,254,176	1,243,000	79.2%
219	2018	07	AE	S1.5+	Northeast	Ohio	Megan Miller	Megan Miller	Mike Chase	1187377	P2195289	824,361	3,831,556	1,160,000	71.1%
220	2018	07	AE	S1.5+	Northeast	Ohio	Nicholas Grote	Nicholas Grote	Jim Post	1176298		900,670	1,724,980	900,000	100.0%
221	2018	07	AE	S1.5+	Northeast	Ohio	Patrick Horgan	Patrick Horgan	Laura Lee	1138828	P2169089	1,319,069	2,622,000	1,243,000	106.1%
222	2018	07	AE	S1.5+	Northeast	Ohio	Sara Beckman	Sara Beckman	Ron Stricker	E070847		881,130	1,225,000	52,000	52.0%
223	2018	07	AE	S1.5+	Northeast	Ohio	Taylor Moore	Taylor Moore	Ron Stricker	6013403	E172895	985,465	1,958,185	700,000	140.8%
224	2018	07	AE	S1.5+	Northeast	Upstate NY / ME	Ann Migala	Ann Migala	Katherine Drake Marhaver	1004832	E010372	381,274	1,630,786	955,000	30.9%
225	2018	07	AE	S1.5+	Northeast	Upstate NY / ME	Ed Glasgow	Ed Glasgow	Natasha Polito	1073355	P2146718	1,026,569	1,943,751	1,272,000	89.7%
226	2018	07	AE	S1.5+	Northeast	Upstate NY / ME	Gwen DYer	Gwen DYer	Doug Foerster	1196605		725,283	1,531,144	944,000	76.8%
227	2018	07	AE	S1.5+	Northeast	Upstate NY / ME	James Robinson	James Robinson	Tara MacDonald	E074327	P2173327	1,874,584	2,577,034	1,577,034	91.4%
228	2018	07	AE	S1.5+	Northeast</										

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	PID-EID	Full Year Net Rev	FY 2018 Budget	2018 First Look Budget Goal	% FY Rev vs First Look Goal	
302	2018	07	AE	\$1.5+	West	LA	Jack Greenspon	Jack Greenspon	Kelly Reed	1220567	232124	425,714	2,577,660	1,322,000	34.6%	
303	2018	07	AE	\$1.5+	West	LA	Jeff Matus	Jeff Matus	Derek Messana	1238701	225349	912,687	2,103,811	2,103,811	23.9%	
304	2018	07	AE	\$1.5+	West	LA	Johanna Flores	Johanna Flores	Niven Howlett	1061981	12201738	1,040,369	1,040,446	1,040,446	100.0%	
305	2018	07	AE	\$1.5+	West	LA	Julien Sautot	Julien Sautot	Kelly Reed	1236415	2507777	3,405,195	7,531,487	3,520,000	96.7%	
306	2018	07	AE	\$1.5+	West	LA	Kathy Guarderas	Kathy Guarderas	Kelly Reed	6015782	1718828	731,007	5,265,445	2,464,000	29.7%	
307	2018	07	AE	\$1.5+	West	LA	Lisa Behr	Lisa Behr	Joe Flores	1127154	1119668	872,134	1,610,456	966,273	90.3%	
308	2018	07	AE	\$1.5+	West	LA	Lisa Fletcher	Lisa Fletcher	Niven Howlett	1407463	1590283	1,549,289	600,739	45,000	45.2%	
309	2018	07	AE	\$1.5+	West	LA	Lisa Hatch	Lisa Hatch	Joe Flores	1143480	1139754	2,041,528	1,224,976	1,224,976	174.2%	
310	2018	07	AE	\$1.5+	West	LA	Lisa Lang Bondar	Lisa Lang Bondar	Kelly Reed	1190950	22062149	3,772,414	11,003,608	5,104,000	73.9%	
311	2018	07	AE	\$1.5+	West	LA	Lydia Matus	Lydia Matus	Tom Laky	1056609	2380440	1,082,905	3,228,907	3,228,907	73.7%	
312	2018	07	AE	\$1.5+	West	LA	Maria Curry	Maria Curry	Kelly Reed	1228843	22145004	4,388,741	11,029,736	5,280,000	83.1%	
313	2018	07	AE	\$1.5+	West	LA	Mark Milens Juseam	Mark Milens Juseam	Kelly Reed	1127433	1119581	2,215,915	1,346,988	1,333,149	71.0%	
314	2018	07	AE	\$1.5+	West	LA	Merrinbith Gal	Merrinbith Gal	John Krenzer	1101704	1180891	1,503,848	2,533,262	1,432,620	104.8%	
315	2018	07	AE	\$1.5+	West	LA	Michael Fong	Michael Fong	Tom Laky	1228278	2016537	3,104,516	9,584,388	3,568,032	87.0%	
316	2018	07	AE	\$1.5+	West	LA	Michael Lauer	Michael Lauer	Derek Messana	1174794	22164537	3,122,034	8,034,891	2,559,759	129.8%	
317	2018	07	AE	\$1.5+	West	LA	Randy Moses	Randy Moses	Helene Juseam	1084251	0060989	1,555,232	1,559,213	1,018,927	63.4%	
318	2018	07	AE	\$1.5+	West	LA	Richard Wadefitz	Richard Wadefitz	Derek Messana	1238790	2215087	2,382,128	2,317,761	2,837,972	88.2%	
319	2018	07	AE	\$1.5+	West	LA	Sean Broderick	Sean Broderick	Helene Juseam	1127159	22155213	1,605,285	1,878,328	1,153,903	67.3%	
320	2018	07	AE	\$1.5+	West	LA	WorldLink	WorldLink								
321	2018	07	AE	\$1.5+	West	Pacific States	Jaime Kagawa	Jaime Kagawa	Michael Garcia	1045984	22173700	433,443	1,915,000	950,000	45.6%	
322	2018	07	AE	\$1.5+	West	Pacific States	John Padeken	John Padeken	Michael Garcia	1118224	22177137	277,177	1,602,014	900,000	30.8%	
323	2018	07	AE	\$1.5+	West	Pacific States	Julie Carter	Julie Carter	Jeff McGowan	1517532	2216338	557,838	1,581,834	900,000	76.4%	
324	2018	07	AE	\$1.5+	West	Pacific States	Melissa Orr	Melissa Orr	Jason Mitchell	1521639	MOD270275	648,237	1,608,268	650,000	90.8%	
325	2018	07	AE	\$1.5+	West	Pacific States	Mike DellaVella	Mike DellaVella	Sherry Santana	1513195	MOD151319	614,419	1,665,499	850,000	72.3%	
326	2018	07	AE	\$450 - \$699	Central	MidNorth	Aaron Woodford	Aaron Woodford	Terri Hoegner	1534554		355,142	616,926	301,613	117.7%	
327	2018	07	AE	\$450 - \$699	Central	MidNorth	Alan Olson	Alan Olson	Janie Miller	1515825	atolson	386,233	545,000	265,500	145.5%	
328	2018	07	AE	\$450 - \$699	Central	MidNorth	Andres Blader	Andres Blader	Paul Sweet	48047908		193,380	378,661	200,000	79.7%	
329	2018	07	AE	\$450 - \$699	Central	MidNorth	Barry Peterson	Barry Peterson	Bill Van Kovering	1513133		154,213	490,237	200,000	77.1%	
330	2018	07	AE	\$450 - \$699	Central	MidNorth	Betsy Maloney	Betsy Maloney	Paul Sweet	1510693	bmaloney	124,426	675,981	352,868	35.3%	
331	2018	07	AE	\$450 - \$699	Central	MidNorth	Blake Benner	Blake Benner	Todd McNally	1523724	2901863	483,039	615,000	300,000	161.0%	
332	2018	07	AE	\$450 - \$699	Central	MidNorth	Bonnie Nimmo	Bonnie Nimmo	Ryan Krajewski	1511414	593690	227,192	595,768	297,377	76.4%	
333	2018	07	AE	\$450 - \$699	Central	MidNorth	Catherine Flittmeyer	Catherine Flittmeyer	Leah Letko	1514018	2131319	214,031	480,126	237,126	121.6%	
334	2018	07	AE	\$450 - \$699	Central	MidNorth	Chris Whitburn	Chris Whitburn	Joe Tessmer	1508725		297,065	472,564	215,000	138.2%	
335	2018	07	AE	\$450 - \$699	Central	MidNorth	Doug Mitchell	Doug Mitchell	Joe DeBaki	1509811	DMitchel	206,556	492,000	250,000	82.6%	
336	2018	07	AE	\$450 - \$699	Central	MidNorth	Heidi Frei	Heidi Frei	Terri Hoegner	1524991	heidfri	580,934	278,726	278,726	109.0%	
337	2018	07	AE	\$450 - \$699	Central	MidNorth	Jeremiah Lewis	Jeremiah Lewis	Kristen Hall	1524233		279,878	481,000	233,630	119.8%	
338	2018	07	AE	\$450 - \$699	Central	MidNorth	Jerry Sigbro	Jerry Sigbro	Ryan Krajewski	1524856	29476251	330,811	597,625	219,848	150.2%	
339	2018	07	AE	\$450 - \$699	Central	MidNorth	John Short	John Short	Kristen Hall	1532828	1516664	193,316	600,000	300,000	64.4%	
340	2018	07	AE	\$450 - \$699	Central	MidNorth	Kirt Schubring	Kirt Schubring	Joe Tessmer	1511401	1511401	172,486	644,475	291,827	59.1%	
341	2018	07	AE	\$450 - \$699	Central	MidNorth	Kristin Larsen	Kristin Larsen	Ryan Krajewski	1509792	KL235989	373,011	603,439	323,517	115.3%	
342	2018	07	AE	\$450 - \$699	Central	MidNorth	Lisa Neumann	Lisa Neumann	Steve Houslander	1517524	1N244472	433,700	625,000	333,237	130.1%	
343	2018	07	AE	\$450 - \$699	Central	MidNorth	Lisa Ross	Lisa Ross	Paul Sweet	1517386	2467684	337,286	603,000	342,040	88.0%	
344	2018	07	AE	\$450 - \$699	Central	MidNorth	Lori Gilmer	Lori Gilmer	Joe DeBaki	1518419	ilgimer	111,331	538,000	256,000	121.6%	
345	2018	07	AE	\$450 - \$699	Central	MidNorth	Mary Mooney	Mary Mooney	Jan Letko	1182163	180813	264,427	583,894	240,771	109.8%	
346	2018	07	AE	\$450 - \$699	Central	MidNorth	Michelle Murdick	Michelle Murdick	Kristen Hall	1529358	mmurdick	378,140	549,000	275,000	137.5%	
347	2018	07	AE	\$450 - \$699	Central	MidNorth	Nick Evangelista	Nick Evangelista	Steve Houslander	1236875	23328796	195,206	555,427	271,388	71.9%	
348	2018	07	AE	\$450 - \$699	Central	MidNorth	Peter Bartholomew	Peter Bartholomew	Terri Hoegner	1513048	1088378	130,458	231,761	142,000	94.2%	
349	2018	07	AE	\$450 - \$699	Central	MidNorth	Richard Vandenberg	Richard Vandenberg	Todd Wery	1501145		329,223	491,213	268,000	122.8%	
350	2018	07	AE	\$450 - \$699	Central	MidNorth	Trey Warren	Trey Warren	Joe DeBaki	1509818	ttwarren1	176,371	510,000	239,323	73.7%	
351	2018	07	AE	\$450 - \$699	Central	MidNorth	Victoria Brown	Victoria Brown	Todd Wery	6047391		300,772	519,746	153,962	195.4%	
352	2018	07	AE	\$450 - \$699	Central	MidWest	Brian Kelley	Brian Kelley	Mark Rouse	1035482	22187097	132,464	485,808	230,000	57.6%	
353	2018	07	AE	\$450 - \$699	Central	MidWest	Carole Vierling	Carole Vierling	Mike Elam	1520191	1520191	156,679	360,000	180,108	36.4%	
354	2018	07	AE	\$450 - \$699	Central	MidWest	Jimmy Sams	Jimmy Sams	Kevin Noel	1515602	1514283	85,376	489,939	215,003	39.7%	
355	2018	07	AE	\$450 - \$699	Central	MidWest	Kathi Norrington	Kathi Norrington	Carol Rudulski	1532227	1532227	220,223	452,420	228,462	96.4%	
356	2018	07	AE	\$450 - \$699	Central	MidWest	Kathy Guetersloh	Kathy Guetersloh	Carol Rudulski	1520462		166,240	453,528	224,424	74.1%	
357	2018	07	AE	\$450 - \$699	Central	MidWest	Melissa Kommer	Melissa Kommer	Carol Rudulski	1534755	mk43760	94,412	484,461	228,462	41.3%	
358	2018	07	AE	\$450 - \$699	Central	MidWest	Michael Hennmett	Michael Hennmett	Mark Rouse	1516177	22161387	148,514	254,500	139,500	61.9%	
359	2018	07	AE	\$450 - \$699	Central	MidWest	Sadie Worthing	Sadie Worthing	Bob Marx	1511759		164,287	564,075	265,500	63.9%	
360	2018	07	AE	\$450 - \$699	Central	MidWest	Sherry Norvell	Sherry Norvell	Mike Pieper	1509195	1509195	327,999	645,579	284,580	115.3%	
361	2018	07	AE	\$450 - \$699	Central	MidWest	Tom Ruesch	Tom Ruesch	Bonnie Gallagher	1518816		354,839	585,511	298,500	118.9%	
362	2018	07	AE	\$450 - \$699	Central	MidWest	Victor Everett	Victor Everett	Lori Brown	1238667	22342675	312,336	460,161	144,394	216.3%	
363	2018	07	AE	\$450 - \$699	Central	Texas	Abraham Herndon	Abraham Herndon	Pat McDonald	1520952		329,929	1,350,000	600,000	54.8%	
364	2018	07	AE	\$450 - \$699	Central	Texas	Alejandro Cardenas	Alejandro Cardenas	Sally Martinez	1175620	1519626	365,250	629,340	298,295	122.4%	
365	2018	07	AE	\$450 - \$699	Central	Texas	Amy Villarreal	Amy Villarreal	Michael Keesee	1176563	22027093	408,307	606,913	243,000	168.0%	
366	2018	07	AE	\$450 - \$699	Central	Texas	Bernadette Garza	Bernadette Garza	Michael Keesee	1115009	e105021	366,321	616,115	270,000	135.7%	
367	2018	07	AE	\$450 - \$699	Central	Texas	Giff Williams	Giff Williams	Sally Martinez			5,486		380,000	1.4%	
368	2018	07	AE	\$450 - \$699	Central	Texas	Dale Deluna	Dale Deluna	Sally Martinez	1515450	2211072	211,072	535,317	300,000	70.4%	
369	2018	07	AE	\$450 - \$699	Central	Texas	Daniel Coleman	Daniel Coleman	Michael Keesee	1161158	e106272	241,404	665,424	299,579	80.6%	
370	2018	07	AE	\$450 - \$699	Central	Texas	Deanna DeKay	Deanna DeKay	Nathan McCray	1085004	2168895	145,646	600,000	350,975	41.5%	
371	2018	07	AE	\$450 - \$699	Central	Texas	Geneva Duncan	Geneva Duncan	Nathan McCray	6012220	Ginnydu	369,739	303,550	303,550	121.8%	
372	2018	07	AE	\$450 - \$699	Central	Texas	Gregory Alvarado	Gregory Alvarado	Steven Brooks	1234435	2248459	181,319	504,635	200,000	90.7%	
373	2018	07	AE	\$450 - \$699	Central	Texas	Hilda Duran	Hilda Duran	Sally Martinez	1137800	2215621	284,784	298,295	114,000	75.2%	
374	2018	07	AE	\$450 - \$699	Central	Texas	Katherine Bourgeois	Katherine Bourgeois	Sean Lervag	1237075	22765725	309,476	525,000	250,000	123.8%	
375	2018	07	AE	\$450 - \$699	Central	Texas	Lita Box	Lita Box	Sean Lervag	1221620	2233297	350,905	481,489	280,000	125.3%	
376	2018	07	AE	\$450 - \$699	Central	Texas	Robert Cooperman	Robert Cooperman	Sean Lervag	1164816		412,558	637,513	400,000	103.1%	
377	2018	07	AE	\$450 - \$699	Central	Texas	Shannon Kimball	Shannon Kimball	Nathan McCray	6017129		173,228	474,995	155,550	111.4%	
378	2018	07	AE	\$450 - \$699	Central	Texas	Wes Chaffield	Wes Chaffield	Steven Brooks	1101694		365,216	550,000	265,000	75.2%	
379	2018	07	AE	\$450 - \$699	Central	Texas	Whitney Paul Smith	Whitney Paul Smith	Matt Ellis	1172121	22179054	1,081,745	682,631	300,000	360.6%	
380	2018	07	AE	\$450 - \$699	Northeast	New York	Jason Dennis	Jason Dennis	Jaime Morrison	1150972		167,258	469,523	300,000	55.8%	
381	2018	07	AE	\$450 - \$699	Northeast	New York	Jeffrey Ginsberg	Jeffrey Ginsberg	Staten Island LSM	1006735		168,631	593,696	350,000	48.2%	
382	2018	07	AE	\$450 - \$699	Northeast	New York	Robert Commentucci	Robert Commentucci	Derek Benedict	1228505		307,864	619,047	300,000	102.6%	
383	2018</															

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	PID-EID	Full Year Net Rev	FY 2018 Budget	2018 First Look Budget Goal	% FY Rev vs First Look Goal
458	2018	07	AE	\$450 - \$699	West	Mountain States	Dawn King	Dawn King	Grant Linnen	1528401	1674753	244,961	665,677	375,000	65.3%
459	2018	07	AE	\$450 - \$699	West	Mountain States	Heather Hayes	Heather Hayes	Todd Andrews	1515252	1896659	167,937	665,937	315,000	53.0%
460	2018	07	AE	\$450 - \$699	West	Mountain States	Jerrold Lindbloom	Jerrold Lindbloom	Grant Linnen	1534272	1534272	190,556	486,887	290,000	65.7%
461	2018	07	AE	\$450 - \$699	West	Mountain States	Jolie Grant	Jolie Grant	Grant Linnen	1514677		354,656	597,045	350,000	101.3%
462	2018	07	AE	\$450 - \$699	West	Mountain States	Joyce Davison	Joyce Davison	Marcelle Jones	1521047	1521047	270,793	617,339	350,000	77.4%
463	2018	07	AE	\$450 - \$699	West	Mountain States	Jolly Thomson	Jolly Thomson	Marcelle Jones	1528822	1674758	266,870	501,424	280,000	95.3%
464	2018	07	AE	\$450 - \$699	West	Mountain States	Kelly Hays	Kelly Hays	Heath Corley	1520994	1520994	354,138	600,000	400,000	88.6%
465	2018	07	AE	\$450 - \$699	West	Mountain States	Laura Taylor	Laura Taylor	Heath Corley	6027430	2744674	330,468	508,014	315,000	104.9%
466	2018	07	AE	\$450 - \$699	West	Mountain States	Laurie Evans	Laurie Evans	Heath Corley	1521048	2703005	233,008	550,642	325,000	71.7%
467	2018	07	AE	\$450 - \$699	West	Mountain States	Lindsay Wise	Lindsay Wise	Todd Andrews	1533427	1533427	414,100	652,242	350,000	118.3%
468	2018	07	AE	\$450 - \$699	West	Pacific States	Ale Montejano	Ale Montejano	Sherry Santana	1529396		127,733	607,793	500,000	25.5%
469	2018	07	AE	\$450 - \$699	West	Pacific States	Angela Lynch	Angela Lynch	Jeff McGowan	25051745		141,566	643,223	410,000	45.7%
470	2018	07	AE	\$450 - \$699	West	Pacific States	Brian Solwick	Brian Solwick	Jeff McGowan	6001715		588,006	498,259	250,000	107.2%
471	2018	07	AE	\$450 - \$699	West	Pacific States	Carol Rice	Carol Rice	Donald Stone	1500843		156,857	660,698	280,000	56.0%
472	2018	07	AE	\$450 - \$699	West	Pacific States	Grant Brostrom	Grant Brostrom	Christine Lyles Smith	1529992	1674763	431,796	683,247	315,000	137.1%
473	2018	07	AE	\$450 - \$699	West	Pacific States	Ina Wilson	Ina Wilson	Sherry Santana	1521779	ina.wils	144,113	560,661	325,000	44.3%
474	2018	07	AE	\$450 - \$699	West	Pacific States	Jennifer Bakke	Jennifer Bakke	Theresa Aguirre	6027234		95,042	553,327	375,000	97.7%
475	2018	07	AE	\$450 - \$699	West	Pacific States	Lisa Howe	Lisa Howe	Kendall Char	123786		319,630	553,120	80,000	399.5%
476	2018	07	AE	\$450 - \$699	West	Pacific States	Mario Martinez	Mario Martinez	Donald Stone	1502889		153,806	499,625	285,000	54.0%
477	2018	07	AE	\$450 - \$699	West	Pacific States	Theresa Zwan	Theresa Zwan	Amber Aguirre	1527859	1674751	290,016	641,703	344,829	84.1%
478	2018	07	AE	\$450 - \$699	West	Pacific States	Tim Doan	Tim Doan	Jason Mitchell	1511789	858662	169,210	597,874	350,000	48.3%
479	2018	07	AE	\$450 - \$699	West	Pacific States	Todd Sims	Todd Sims	Paul McGowan	6035734	2726255	123,471	608,933	375,000	32.9%
480	2018	07	AE	\$700 - \$999	Central	MidNorth	Bucky Baker	Bucky Baker	Paul Sweet	1511308	8851125	384,256	849,542	355,819	97.1%
481	2018	07	AE	\$700 - \$999	Central	MidNorth	Cassie Van Brocklin	Cassie Van Brocklin	Kristen Hall	1512187	1024801	743,108	806,000	400,000	185.8%
482	2018	07	AE	\$700 - \$999	Central	MidNorth	Jennifer Tragas	Jennifer Tragas	Paul Sweet	1515566	1515566	234,322	716,859	445,928	52.5%
483	2018	07	AE	\$700 - \$999	Central	MidNorth	Melissa Schumacher	Melissa Schumacher	Jason Bjornson	1054037	27260142	241,829	716,361	176,589	136.9%
484	2018	07	AE	\$700 - \$999	Central	MidNorth	Mikhael Shams	Mikhael Shams	Paul Sweet	1745918		148,774	720,311	442,131	55.3%
485	2018	07	AE	\$700 - \$999	Central	MidNorth	Scott Callahan	Scott Callahan	Todd McChally	1516078	2241548	438,436	813,000	400,000	109.6%
486	2018	07	AE	\$700 - \$999	Central	MidNorth	Shannon Olson	Shannon Olson	Terri Hoepner	1524333	2928489	308,254	717,646	341,522	90.3%
487	2018	07	AE	\$700 - \$999	Central	MidNorth	Sheryl Kahler	Sheryl Kahler	Bill Van Koeveering	1509011		552,532	705,600	460,000	120.1%
488	2018	07	AE	\$700 - \$999	Central	MidNorth	Stacey Gleason	Stacey Gleason	Steve Houselander	1180992	13192721	442,849	863,000	428,605	103.3%
489	2018	07	AE	\$700 - \$999	Central	MidNorth	Ben Fisher	Ben Fisher	Mike Elam	1517116		140,371	664,577	444,317	84.8%
490	2018	07	AE	\$700 - \$999	Central	MidWest	Brad Rompius	Brad Rompius	Mark Rouse	1517548		486,988	878,481	425,000	114.6%
491	2018	07	AE	\$700 - \$999	Central	MidWest	Christine LaValle	Christine LaValle	Mike Pieper	1528705	1528705	450,707	758,200	379,440	118.8%
492	2018	07	AE	\$700 - \$999	Central	MidWest	David Breetzke	David Breetzke	Mark Rouse	1035291	2145856	579,635	994,661	480,227	120.7%
493	2018	07	AE	\$700 - \$999	Central	MidWest	Jeramie Swanson	Jeramie Swanson	Mark Rouse	1035471	1001444	248,397	785,657	398,000	62.4%
494	2018	07	AE	\$700 - \$999	Central	MidWest	Linda Kuchris	Linda Kuchris	Paul Sweet	1072867		144,606	727,602	450,000	55.3%
495	2018	07	AE	\$700 - \$999	Central	MidWest	Matt Cammella	Matt Cammella	Bonnie Gallagher	1517837	MC247717	582,304	832,422	298,500	195.1%
496	2018	07	AE	\$700 - \$999	Central	Texas	Amanda Crawford	Amanda Crawford	Raymond May	1191333	27177624	332,712	922,320	350,000	95.1%
497	2018	07	AE	\$700 - \$999	Central	Texas	Javier Ramos	Javier Ramos	Kristine Gomez	6021405	1732395	338,585	970,911	365,000	92.8%
498	2018	07	AE	\$700 - \$999	Central	Texas	Jeanne DeMarco	Jeanne DeMarco	Steven Brooks	1101818	12196103	519,295	898,214	475,000	109.3%
499	2018	07	AE	\$700 - \$999	Central	Texas	John Frantz	John Frantz	John Pedrelli	1745877		897,392	947,714	115,000	119.3%
500	2018	07	AE	\$700 - \$999	Central	Texas	Linda Landry	Linda Landry	Sally Martinez	1078121	1061672	303,380	740,201	400,000	75.8%
501	2018	07	AE	\$700 - \$999	Central	Texas	Lisa Cooper	Lisa Cooper	Michael Keesee	1160081	1160385	135,220	730,097	410,000	33.0%
502	2018	07	AE	\$700 - \$999	Central	Texas	Mark Manning	Mark Manning	Nathan McCray	1029582		149,585	842,700	400,968	37.3%
503	2018	07	AE	\$700 - \$999	Central	Texas	Mical Phillips	Mical Phillips	John Pedrelli	1222492	2234439	295,962	966,265	420,000	70.5%
504	2018	07	AE	\$700 - \$999	Central	Texas	Natalie Krieger	Natalie Krieger	Kristine Gomez	12702316		895,822	955,000	245,000	144.3%
505	2018	07	AE	\$700 - \$999	Central	Texas	Nelson Rios	Nelson Rios	Sean Lervag	1235708	1499498	639,721	958,125	455,000	140.6%
506	2018	07	AE	\$700 - \$999	Northeast	New York	Gianna Franco	Gianna Franco	Derek Benedict	1003364	2515384	651,589	892,019	600,000	108.6%
507	2018	07	AE	\$700 - \$999	Northeast	New York	Noella Santelli	Noella Santelli	Jaime Morrison	1223058		359,309	765,308	500,000	71.9%
508	2018	07	AE	\$700 - \$999	Northeast	Ohio	David Whitehead	David Whitehead	Ron Stricker	1080319	06e7989	258,825	885,193	475,000	54.5%
509	2018	07	AE	\$700 - \$999	Northeast	Ohio	Deborah Smith	Dino Gerdeman	Dino Gerdeman	12176148		892,839	947,331	427,000	100.4%
510	2018	07	AE	\$700 - \$999	Northeast	Ohio	Deena Kern	Dino Gerdeman	Dino Gerdeman	1135623		551,100	927,892	758,992	75.5%
511	2018	07	AE	\$700 - \$999	Northeast	Ohio	Eric Davis	Ron Stricker	Ron Stricker	1134652	1128213	633,965	783,182	700,000	90.6%
512	2018	07	AE	\$700 - \$999	Northeast	Ohio	John Renda	Mark Chastain	Mark Chastain	1020247	22026160	280,595	983,460	648,959	59.8%
513	2018	07	AE	\$700 - \$999	Northeast	Ohio	Jon Ruben	Kerry Collins	Kerry Collins	1065871	1040602	112,996	966,531	325,000	34.8%
514	2018	07	AE	\$700 - \$999	Northeast	Ohio	Josh Watson	John Chastain	John Chastain	1745154		233,163	966,531	350,000	44.3%
515	2018	07	AE	\$700 - \$999	Northeast	Ohio	Michelle Novotny	Michelle Novotny	Mark Chastain	1135339	12196163	384,741	900,194	474,878	81.0%
516	2018	07	AE	\$700 - \$999	Northeast	Ohio	Monica Arnold	Monica Arnold	Janey Ames	1024941	2167396	290,719	769,161	435,000	66.8%
517	2018	07	AE	\$700 - \$999	Northeast	Ohio	Tara Melowic	Tara Melowic	Jim Post	1141662	1774494	350,551	944,538	600,000	58.4%
518	2018	07	AE	\$700 - \$999	Northeast	Upstate NY / ME	Amanda Barnes	Amanda Barnes	Nick Darling	6023975	1737684	694,073	770,468	535,000	73.7%
519	2018	07	AE	\$700 - \$999	Northeast	Upstate NY / ME	Genard Pacifici	Genard Pacifici	Jennifer Leeson	1163435		566,280	928,339	500,000	75.5%
520	2018	07	AE	\$700 - \$999	Northeast	Upstate NY / ME	Gregory Franzone	Gregory Franzone	Tracy Cramer	6027672	6027672	391,429	852,842	631,000	109.5%
521	2018	07	AE	\$700 - \$999	Northeast	Upstate NY / ME	Jill Doser	Jill Doser	Natasha Polito	1003166	1072641	371,583	773,471	385,000	96.5%
522	2018	07	AE	\$700 - \$999	Northeast	Upstate NY / ME	Kathy Chilson	Kathy Chilson	Ron Nagy	1175962	2199666	192,118	899,462	278,000	69.1%
523	2018	07	AE	\$700 - \$999	Northeast	Upstate NY / ME	Lauri Mee	Lauri Mee	Nick Darling	1003985	1010389	62,561	852,797	450,000	13.9%
524	2018	07	AE	\$700 - \$999	Northeast	Upstate NY / ME	Lynne Spagnardi	Lynne Spagnardi	Doug Forister	6028125	17677717	862,048	950,248	630,000	93.6%
525	2018	07	AE	\$700 - \$999	Northeast	Upstate NY / ME	Matthew Coleman	Matthew Coleman	Bill Bagley	1771508		382,209	748,050	410,000	133.2%
526	2018	07	AE	\$700 - \$999	Northeast	Upstate NY / ME	Matthew Walters	Matthew Walters	Bonita Elias	1217697	2147572	345,640	886,037	375,000	92.2%
527	2018	07	AE	\$700 - \$999	Northeast	Upstate NY / ME	Nichole French	Nichole French	Tara MacDonald	1227426	2153067	137,569	811,921	427,775	32.2%
528	2018	07	AE	\$700 - \$999	Northeast	Upstate NY / ME	Shea DeLoia	Shea DeLoia	Natasha Polito			1,320			
529	2018	07	AE	\$700 - \$999	South	Carolin	Andrew Hatfield-O'Hern	Andrew Hatfield-O'Hern	Emily Zalaca	1191340	197702	357,866	782,890	600,000	92.8%
530	2018	07	AE	\$700 - \$999	South	Carolin	Becky Padgett	Becky Padgett	Rick Padgett	1042841	2199609	481,235	819,760	400,000	120.3%
531	2018	07	AE	\$700 - \$999	South	Carolin	Chad Suggs	Chad Suggs	Darryl Heller	1523983	2913226	157,616	775,357	475,618	33.1%
532	2018	07	AE	\$700 - \$999	South	Carolin	Charles Edwards	Charles Edwards	David McDaniel			148,329			
533	2018	07	AE	\$700 - \$999	South	Carolin	Corey Peters Baynden	Corey Peters Baynden	Summer Haggan	1138609		330,023	853,387	725,000	45.5%
534	2018	07	AE	\$700 - \$999	South	Carolin	Craig Kuchlers	Craig Kuchlers	Jeff Heller	1512033		248,678	849,207	600,000	60.2%
535	2018	07	AE	\$700 - \$999	South	Carolin	Donald West	Donald West	Emily Zalaca	1226801		258,025	850,439	300,000	86.0%
536	2018	07	AE	\$700 - \$999	South	Carolin	Donna Treadway	Donna Treadway	Donna Hammett	1512308	1050542	345,441	700,642	543,516	63.6%
537	2018	07	AE	\$700 - \$999	South	Carolin	Emily Moore	Emily Moore	David McGee	1188145		290,210	902,530	380,000	76.4%
538	2018	07	AE	\$700 - \$999	South	Carolin	Gary Wilson	Gary Wilson	Stephanie Collins	1071279		83,083	815,332	590,000	14.1%

Count	BI_YEAR_KEY	BI_WK_NBR	Title	Group	Division	Region-Category	BI_ACCT_EXEC_NM	Employee Name	Manager Name	PSID	PID-EID	Full Year Net Rev	FY 2018 Budget	2018 First Look Budget Goal	% FY Rev vs First Look Goal	
614	2018	07	AE	< 4540	Central	MidNorth	Jeff Thon	Jeff Thon	Jason Bjorson	1089692	1089692	210,350	364,889	179,580	117.1%	
615	2018	07	AE	< 4540	Central	MidNorth	John Lundrum	John Lundrum	John Merchelwitz	6208172	P274629	81,763	220,000	75,000	109.0%	
616	2018	07	AE	< 4540	Central	MidNorth	Jonni Tups	Jonni Tups	Ryan Krajewski	1531463	4139064	384,019	167,758	107.4%		
617	2018	07	AE	< 4540	Central	MidNorth	Jordan Fuller	Jordan Fuller	Kristen Hall	6000769	P2344282	291,984	345,000	165,000	177.0%	
618	2018	07	AE	< 4540	Central	MidNorth	Joselyn Shaffer	Joselyn Shaffer	Jamie Miller	1512411	1070304	132,995	387,711	195,200	68.1%	
619	2018	07	AE	< 4540	Central	MidNorth	Kara Finney	Kara Finney	Kara Finney			30,093		69,972	43.0%	
620	2018	07	AE	< 4540	Central	MidNorth	Keith Dupuis	Keith Dupuis	Joe Tessmer	6000307	P2336689	225,943	120,000	86,880	73.2%	
621	2018	07	AE	< 4540	Central	MidNorth	Keith Kubasiak	Keith Kubasiak	Joe Tessmer	6026859	P2743506	92,493	348,788	190,000	48.0%	
622	2018	07	AE	< 4540	Central	MidNorth	Laurie Folsom	Laurie Folsom	Peter Provost	1515757	1folsom	152,622	353,464	192,994	79.1%	
623	2018	07	AE	< 4540	Central	MidNorth	Lenard Harvey	Lenard Harvey	Ryan Krajewski	1516141	1H226147	121,857	250,505	125,431	97.2%	
624	2018	07	AE	< 4540	Central	MidNorth	Leslie Roth	Leslie Roth	1509301	1R201554	444,497	200,000	657,749	67.6%		
625	2018	07	AE	< 4540	Central	MidNorth	Mouelle Gilbert	Mouelle Gilbert	Jamie Miller	P2209557	12209557	486,416	145,033	104,638	72.1%	
626	2018	07	AE	< 4540	Central	MidNorth	Molly Rombach	Molly Rombach	Todd McNally	1512223	200,891	45,000	220,000	103,000	118.6%	
627	2018	07	AE	< 4540	Central	MidNorth	Morgan Maly	Morgan Maly	Tad Spading	1519926	2636159	216,113	419,822	200,000	108.1%	
628	2018	07	AE	< 4540	Central	MidNorth	Rebecca Owen	Rebecca Owen	Todd McNally	1532707	219,322	415,001	200,000	200,000	259.7%	
629	2018	07	AE	< 4540	Central	MidNorth	Ruth Bergina	Ruth Bergina	Jamie Miller	1514137	236,094	418,816	205,000	205,000	115.5%	
630	2018	07	AE	< 4540	Central	MidNorth	Sharon Bentley	Sharon Bentley	Peter Provost	1611827	76,891	200,262	77,961	88.5%		
631	2018	07	AE	< 4540	Central	MidNorth	Suzie Best	Suzie Best	Ryan Krajewski	1512479	5810877	137,271	295,016	167,757	81.8%	
632	2018	07	AE	< 4540	Central	MidNorth	Taylor Smith	Taylor Smith				25,718		150,000	17.1%	
633	2018	07	AE	< 4540	Central	MidNorth	Todd Kilgren	Todd Kilgren	Kedron Thomas	1531862	1K414616	136,812	210,702	104,382	131.1%	
634	2018	07	AE	< 4540	Central	MidNorth	Tom Mason	Tom Mason	John Merchelwitz	1518928	1rmason	64,683	252,418	126,000	51.3%	
635	2018	07	AE	< 4540	Central	MidNorth	Travis Kilgels	Travis Kilgels	Kedron Thomas	1525561	256,942	136,337	131,877	148.9%		
636	2018	07	AE	< 4540	Central	MidWest	Barry Waggoner	Barry Waggoner	Carol Rudofski	P2297574	109,250	333,645	186,524	103.6%		
637	2018	07	AE	< 4540	Central	MidWest	Beverly Wallace	Beverly Wallace	Carol Rudofski	1208915	1208915	145,629	329,989	188,450	77.3%	
638	2018	07	AE	< 4540	Central	MidWest	Cynthia New	Cynthia New	Kevin Noel	1510823	128912	144,907	400,126	200,682	72.2%	
639	2018	07	AE	< 4540	Central	MidWest	Doreen James	Doreen James	Pam Elston	1528122	12737678	316,353	317,067	219,884	144.0%	
640	2018	07	AE	< 4540	Central	MidWest	Gloria Burns	Gloria Burns	Pam Elston	1525023	2506810	422,146	144,972	119,816	119.8%	
641	2018	07	AE	< 4540	Central	MidWest	Jon Meene	Jon Meene	Bob Marr	1517450	2440948	76,817	321,985	157,500	48.8%	
642	2018	07	AE	< 4540	Central	MidWest	Julie Kinnaman	Julie Kinnaman	Bob Marr	1515152	1515152	143,055	433,646	206,500	69.3%	
643	2018	07	AE	< 4540	Central	MidWest	Kevin Carnes	Kevin Carnes	Bonnie Gallagher	1519409	1519409	94,328	335,398	119,400	79.0%	
644	2018	07	AE	< 4540	Central	MidWest	Laura Jackson	Laura Jackson	Bob Marr	1527537	1J98614	110,185	314,045	139,131	79.2%	
645	2018	07	AE	< 4540	Central	MidWest	Lilly Jaly	Lilly Jaly	Carol Rudofski	1520463	1263603	146,116	171,961	171,961	83.3%	
646	2018	07	AE	< 4540	Central	MidWest	Mike Skelton	Mike Skelton	Kevin Noel	1520895	134,865	278,160	134,865	100.5%		
647	2018	07	AE	< 4540	Central	MidWest	Missy Nance	Missy Nance	Kevin Noel	6038986	P2770636	50,323	248,295	110,141	45.7%	
648	2018	07	AE	< 4540	Central	MidWest	Robin Spence	Robin Spence	Kevin Noel	1525066	2595751	274,851	357,821	193,560	142.0%	
649	2018	07	AE	< 4540	Central	MidWest	Trisha O'Cheltrie	Trisha O'Cheltrie	Pam Elston	6009054	1701113	191,675	316,660	134,807	142.2%	
650	2018	07	AE	< 4540	Central	Texas	Christie Holter	Christie Holter	Matt Ellis	6028258	120,345	414,899	150,000	80.2%		
651	2018	07	AE	< 4540	Central	Texas	House Group Christl	House Group Christl	Michael Keesee		247,811					
652	2018	07	AE	< 4540	Central	Texas	Isidoro Diaz	Isidoro Diaz	Matt Ellis	1232879		226,991	418,760	175,000	129.7%	
653	2018	07	AE	< 4540	Central	Texas	Maria Scott	Maria Scott	Sally Martinez	1053601	0031399	293,711	341,106	150,000	159.8%	
654	2018	07	AE	< 4540	Central	Texas	Richard Sanchez	Richard Sanchez	Nathan McCray	6023969	P2737678	6,576	155,550	155,550	4.2%	
655	2018	07	AE	< 4540	Central	Texas	Vanessa Tena	Vanessa Tena	Raymond May	P2099652	172,467	449,902	120,000	143.1%		
656	2018	07	AE	< 4540	NorthEast	New York	George Quintano	George Quintano	Derek Benedict	1236454	P2326875	164,700	446,005	250,000	65.9%	
657	2018	07	AE	< 4540	NorthEast	New York	Jennifer Contino	Jennifer Contino	Derek Benedict	1239103		79,786	348,663	100,000	79.8%	
658	2018	07	AE	< 4540	NorthEast	New York	Ryan Campbell	Ryan Campbell	Jaime Morrison	6023272	1735895	76,643	404,930	100,000	76.6%	
659	2018	07	AE	< 4540	NorthEast	New York	Sara Hotop	Sara Hotop	Derek Benedict	1187278	1192759	116,468	373,993	100,000	116.5%	
660	2018	07	AE	< 4540	NorthEast	Ohio	Annette Horfeel	Annette Horfeel	Dino Gerdeman	6046610	14,207	37,345				
661	2018	07	AE	< 4540	NorthEast	Ohio	Ashley Herberth	Ashley Herberth				482		225,000	0.2%	
662	2018	07	AE	< 4540	NorthEast	Ohio	Jason Berry	Jason Berry	Brenda Jasper	6009409	p2702639	75,246	447,846	271,440	27.7%	
663	2018	07	AE	< 4540	NorthEast	Ohio	Jenna Rabideau	Jenna Rabideau	Brenda Jasper	1235475	1249691	290,122	449,020	265,958	109.1%	
664	2018	07	AE	< 4540	NorthEast	Ohio	Karen Schimmoller	Karen Schimmoller				482				
665	2018	07	AE	< 4540	NorthEast	Ohio	Nancy Leschew	Nancy Leschew	Mark Chastain	6008615	P2700855	239,518	442,782	362,728	66.0%	
666	2018	07	AE	< 4540	NorthEast	Ohio	Samuel Stolly	Samuel Stolly	Dino Gerdeman	1238581	P2341274	130,537	422,959	312,000	41.8%	
667	2018	07	AE	< 4540	NorthEast	Ohio	Talaya Biddle	Talaya Biddle	Dino Gerdeman	1239809	254690	197,016	417,164	287,585	68.5%	
668	2018	07	AE	< 4540	NorthEast	Upstate NY / ME	Amy Burnsworth	Amy Burnsworth	Katherine Drake Marhaver	1042152	P2157420	286,225	417,929	345,000	83.0%	
669	2018	07	AE	< 4540	NorthEast	Upstate NY / ME	Brett Ravert	Brett Ravert	Ron Nagy	1002707	1244166	224,044	401,820	182,000	123.1%	
670	2018	07	AE	< 4540	NorthEast	Upstate NY / ME	Denise Dirlam	Denise Dirlam	Bonita Bolito			762	150,000	0.0%		
671	2018	07	AE	< 4540	NorthEast	Upstate NY / ME	Elizabeth Hillard	Elizabeth Hillard	Bonita Elias	1218699	1229929	104,145	218,025	133,000	78.3%	
672	2018	07	AE	< 4540	NorthEast	Upstate NY / ME	Jacquelyn Kirch	Jacquelyn Kirch	Katherine Drake Marhaver	1235110	P2322076	148,351	337,710	215,000	69.0%	
673	2018	07	AE	< 4540	NorthEast	Upstate NY / ME	Matthew Toomey	Matthew Toomey	Tracy Cramer	6021410	2132400	315,562	354,492	262,458	120.2%	
674	2018	07	AE	< 4540	NorthEast	Upstate NY / ME	Rodney Mahan	Rodney Mahan	Doug Foerster	1000329		162,215	319,565	209,000	77.6%	
675	2018	07	AE	< 4540	NorthEast	Upstate NY / ME	Thomas McCormick	Thomas McCormick	Katherine Drake Marhaver	1736111	P231681	38,325	110,000	126,116	116.2%	
676	2018	07	AE	< 4540	NorthEast	Upstate NY / ME	Zachary Potter	Zachary Potter	Erin Duffy	1236880	P2328959	31,820	204,684	113,000	28.3%	
677	2018	07	AE	< 4540	South	Carolinas	Bill Scott	Bill Scott	Teresa Vause	1097513		142,775	400,743	193,000	74.0%	
678	2018	07	AE	< 4540	South	Carolinas	Brandi Hudson	Brandi Hudson	Roy Costner	6015669		49,783	415,723	474,409	10.5%	
679	2018	07	AE	< 4540	South	Carolinas	Deborah Nicholson	Deborah Nicholson	Summer Hamdan	6001128	P2722451	147,693	396,619	275,000	53.7%	
680	2018	07	AE	< 4540	South	Carolinas	Elizabeth Sorice	Elizabeth Sorice	Summer Hamdan	1219356	P2179131	237,171	442,065	275,000	88.2%	
681	2018	07	AE	< 4540	South	Carolinas	House Raleigh	House Raleigh	Jon Bloom			7,379				
682	2018	07	AE	< 4540	South	Carolinas	Ian Daley	Ian Daley	Darryl Heller	1525289	1daley	44,841	168,881	91,339	49.1%	
683	2018	07	AE	< 4540	South	Carolinas	Jessica Presley	Jessica Presley	Summer Hamdan			23,832	275,000	275,000	8.7%	
684	2018	07	AE	< 4540	South	Carolinas	John Putnam	John Putnam	Emily Zalacca	1523502		201,531	391,548	300,000	67.2%	
685	2018	07	AE	< 4540	South	Carolinas	Open List Raleigh One	Open List Raleigh One	Jon Bloom			563,598				
686	2018	07	AE	< 4540	South	Carolinas	Open List Wilmington	Open List Wilmington	Summer Hamdan			161,399				
687	2018	07	AE	< 4540	South	Carolinas	Patrick Kennedy	Patrick Kennedy	Emily Zalacca	1223683	1235804	273,137	429,984	200,000	136.6%	
688	2018	07	AE	< 4540	South	Carolinas	Rob Nichols	Rob Nichols	Dwight Ardoin	1513427	1R137523	108,975	317,250	111,405	97.8%	
689	2018	07	AE	< 4540	South	Carolinas	Tangia Betterson	Tangia Betterson	Matt Livoti	1206709	1215870	199,326	304,292	100,000	199.3%	
690	2018	07	AE	< 4540	South	Florida	Wendy Testesman	Wendy Testesman	Jody Walker Little	1674836	1674836	324,342	225,000	144,250	144.2%	
691	2018	07	AE	< 4540	South	Florida	Gloria Thompson	Gloria Thompson	1502315	1513487	299,216	438,401	200,000	169.1%		
692	2018	07	AE	< 4540	South	Florida	Jeffrey Rolon	Jeffrey Rolon	Tom Sweet	1008386		355,211	440,104	280,000	126.9%	
693	2018	07	AE	< 4540	South	Florida	Shawn Turner	Shawn Turner	Paula Gautaud	6023527	P2736576	282,540	305,716	367,500	76.9%	
694	2018	07	AE	< 4540	South	Southeast	Billy Garrett	Billy Garrett	Jeff Fritz	1511843	1bgarrett	112,518	281,188	219,000	51.4%	
695	2018	07	AE	< 4540	South	Southeast	Brand Whitlow	Brand Whitlow	Kevin Kue	1510850	1510850	449,777	449,777	300,000	43.1%	
696	2018	07	AE	< 4540	South	Southeast	Chris Letsinger	Chris Letsinger	Chris Munson	1517744	1517744	52,930	344,691			