

FIRST LOOK
DRAFT Data file
2018 Weeks#5 (2/1/18)
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 05	AE	51 - 51.5	Central	MidNorth	200995	Brett Richter	Brett Richter	Steve Houelander	120995	E219831	582,554	1,213,000	605,309	96.24%
2	2018 05	AE	51 - 51.5	Central	MidNorth	200995	Desiree Rongitsch	Desiree Rongitsch	Peter Provost	1204011		284,544	1,315,085	660,000	105.23%
3	2018 05	AE	51 - 51.5	Central	MidNorth	183360	Jennifer Wilbers	Jennifer Wilbers	Paul Schemel	1508155	183360	902,761	629,989	143,280	143.28%
4	2018 05	AE	51 - 51.5	Central	MidNorth	1091700	Kathryn Seales	Kathryn Seales	Jan Letko	12184797		902,501	1,092,239	708,759	127.34%
5	2018 05	AE	51 - 51.5	Central	MidNorth	1233981	Susan Welk	Susan Welk	Jan Letko	1233981		370,102	1,044,133	424,204	87.35%
6	2018 05	AE	51 - 51.5	Central	MidNorth	1527365	Tom Binder	Tom Binder	Jason Bjorson			827,395	1,195,647	599,454	118.02%
7	2018 05	AE	51 - 51.5	Central	MidNorth	1204044	Tori Grant Wellhouse	Tori Grant Wellhouse	Todd Werny	1204044		282,537	1,031,261	486,000	58.14%
8	2018 05	AE	51 - 51.5	Central	MidWest	1508155	Angela Love	Angela Love	Mike Elam	1508155	1508155	1,324,332	675,749	53,924	53.92%
9	2018 05	AE	51 - 51.5	Central	MidWest	1194872	Brian Gillett	Brian Gillett	Jamie Hurt	1194872		199,014	1,213,875	723,000	89.79%
10	2018 05	AE	51 - 51.5	Central	MidWest	1152078	Douglas Montgomery	Douglas Montgomery	Jamie Hurt	1152078		284,453	1,090,290	505,000	56.33%
11	2018 05	AE	51 - 51.5	Central	MidWest	1150512	Jeff McCann	Jeff McCann	Bonnie Gallagher	1150512	1m290268	79,152	1,013,004	577,100	13.72%
12	2018 05	AE	51 - 51.5	Central	MidWest	1515997	Jeff Stone	Jeff Stone	Mike Pieper	1515997		853,268	1,338,275	711,452	119.93%
13	2018 05	AE	51 - 51.5	Central	MidWest	1516899	Lori Dickerson	Lori Dickerson	Mike Pieper	1516899		209,832	1,282,475	521,732	40.23%
14	2018 05	AE	51 - 51.5	Central	MidWest	1508583	Lori James	Lori James	Bonnie Gallagher	1508583		190,415	1,387,274	696,500	63.20%
15	2018 05	AE	51 - 51.5	Central	MidWest	6026297	Sherry Saylor	Sherry Saylor	Lori Brown	6026297		298,188	1,434,745	721,000	41.36%
16	2018 05	AE	51 - 51.5	Central	MidWest	1156408	Tamara Dudenheffer	Tamara Dudenheffer	Mike Pieper	1156408		809,309	1,154,456	569,162	142.30%
17	2018 05	AE	51 - 51.5	Central	Texas	1188665	Cheby Ketcher	Cheby Ketcher	Sean Lervag	1188665		419,175	1,120,184	580,000	72.27%
18	2018 05	AE	51 - 51.5	Central	Texas	1223074	Diana Holmes	Diana Holmes	Diana Holmes	1223074		685,622	1,432,716	850,000	80.66%
19	2018 05	AE	51 - 51.5	Central	Texas	1146979	Kim Murray	Kim Murray	David Allen	1146979		474,511	1,328,000	15,000	71.60%
20	2018 05	AE	51 - 51.5	Central	Texas	1232210	Jessica Miller	Jessica Miller	David Allen	1232210	P2299683	278,825	1,304,429	854,404	32.63%
21	2018 05	AE	51 - 51.5	Central	Texas	1114035	Kara Heinen	Kara Heinen	Steven Brooks	1114035		1,147,120	1,363,011	500,000	229.42%
22	2018 05	AE	51 - 51.5	Central	Texas	1100795	Kathy Reiter	Kathy Reiter	Steven Brooks	1100795		460,411	1,157,716	600,000	76.74%
23	2018 05	AE	51 - 51.5	Central	Texas	1128610	Kendall Washington	Kendall Washington	John Pedevilla	1128610		208,933	1,126,014	550,000	37.99%
24	2018 05	AE	51 - 51.5	Central	Texas	1188359	Kevin Christian	Kevin Christian	John Pedevilla	1188359	P2194055	112,750	1,052,182	600,000	85.48%
25	2018 05	AE	51 - 51.5	Central	Texas	191196	Marie Dale	Marie Dale	David Allen	191196	E197503	568,913	1,037,594	600,000	94.82%
26	2018 05	AE	51 - 51.5	Central	Texas	1114115	Marie Newton	Marie Newton	David Allen	1114115		588,509	1,484,007	750,000	78.47%
27	2018 05	AE	51 - 51.5	Central	Texas	1101059	Mitchell Borges	Mitchell Borges	Mitchell Borges	1101059	P2198926	363,862	1,051,514	700,000	51.98%
28	2018 05	AE	51 - 51.5	Central	Texas	1702243	Job Share - Dorothy By Basso/Sarah Kardys	Job Share - Dorothy By Basso/Sarah Kardys	Jeffrey Gomez	1702243		1,899,083	1,600,000	1,600,000	118.69%
29	2018 05	AE	51 - 51.5	Central	Texas	1078312	Sheldon Davis	Sheldon Davis	Sally Martinez	1078312	P2174063	566,723	1,489,572	726,749	77.98%
30	2018 05	AE	51 - 51.5	Central	Texas	6034101	Sonia Brown	Sonia Brown	Kim Murray	6034101		524,342	1,027,635	510,000	102.81%
31	2018 05	AE	51 - 51.5	Central	Texas	1067994	Teri Longoria-DeAnda	Teri Longoria-DeAnda	Sally Martinez	1067994		690,615	1,350,114	725,550	95.19%
32	2018 05	AE	51 - 51.5	Central	Texas	1070731	Brendan Whelan	Brendan Whelan	Staten Island LSM	1070731		167,335	1,434,035	550,000	30.42%
33	2018 05	AE	51 - 51.5	Central	Texas	1207727	Dean Darling	Dean Darling	Derek Benedict	1207727		209,658	1,213,681	725,000	42.71%
34	2018 05	AE	51 - 51.5	Central	Texas	1192968	Kevin Walsh	Kevin Walsh	Staten Island LSM	1192968		155,951	1,111,636	525,000	29.73%
35	2018 05	AE	51 - 51.5	Central	Texas	6039568	Alicia Kerrigan	Alicia Kerrigan	Mike Chase	6039568		194,788	1,222,335	940,000	20.72%
36	2018 05	AE	51 - 51.5	Central	Texas	1184736	Andrea Nardell	Andrea Nardell	Janey Ames	1184736		583,725	1,148,695	895,000	65.22%
37	2018 05	AE	51 - 51.5	Central	Texas	6038877	Angela Haynes	Angela Haynes	Laura Lee	6038877		349,729	1,254,191	565,000	61.90%
38	2018 05	AE	51 - 51.5	Central	Texas	1455126	Chris Schwab	Chris Schwab	Christine Smith	1455126		455,126	1,192,939	1,054,000	43.18%
39	2018 05	AE	51 - 51.5	Central	Texas	6038796	Britany Martindale	Britany Martindale	Kevin Tucker	6038796	E770858	266,460	1,271,358	452,000	58.95%
40	2018 05	AE	51 - 51.5	Central	Texas	1225083	Carey Bradley	Carey Bradley	Christine Smith	1225083	P2178354	354,368	1,341,498	1,054,980	33.59%
41	2018 05	AE	51 - 51.5	Central	Texas	1170153	Diane Hansen	Diane Hansen	Ron Stricker	1170153	P2200827	838,924	1,441,572	850,000	98.70%
42	2018 05	AE	51 - 51.5	Central	Texas	1140648	Georgann Pace	Georgann Pace	Christine Smith	1140648		1,299,897	1,475,031	1,065,035	122.05%
43	2018 05	AE	51 - 51.5	Central	Texas	1218642	Jeffrey Schroeder	Jeffrey Schroeder	Karen Pope	1218642		1,012,431	1,500,000	61,200	101.31%
44	2018 05	AE	51 - 51.5	Central	Texas	1019383	Joan Hronec	Joan Hronec	Kevin Tucker	1019383		606,154	1,196,955	1,073,500	56.47%
45	2018 05	AE	51 - 51.5	Central	Texas	1233588	Kimberly Lucas	Kimberly Lucas	Annie Keith	1233588	e427501	495,720	1,188,332	685,137	72.35%
46	2018 05	AE	51 - 51.5	Central	Texas	1063275	Lauren Pirkey	Lauren Pirkey	Laura Lee	1063275	E763796	378,523	1,399,175	452,000	83.74%
47	2018 05	AE	51 - 51.5	Central	Texas	1078458	Mary Brann	Mary Brann	Kerry Collins	1078458		279,747	1,036,700	518,000	54.01%
48	2018 05	AE	51 - 51.5	Central	Texas	1216018	Ryan Brant	Ryan Brant	Kerry Collins	1216018		1,123,681	1,300,919	800,000	100.31%
49	2018 05	AE	51 - 51.5	Central	Texas	1137871	Sally Baggins	Sally Baggins	Janey Ames	1137871		556,725	1,033,611	840,000	42.47%
50	2018 05	AE	51 - 51.5	Central	Texas	1018065	Sarah Mause	Sarah Mause	Kerry Collins	1018065	P2726444	363,639	1,034,872	250,000	145.46%
51	2018 05	AE	51 - 51.5	Central	Texas	1116234	Sarah Zingale	Sarah Zingale	Annie Keith	1116234	P2166833	581,976	1,201,000	996,858	58.38%
52	2018 05	AE	51 - 51.5	Central	Texas	1181022	Shawn Gibeault	Shawn Gibeault	Annie Keith	1181022	P2167553	614,439	1,276,951	844,484	72.76%
53	2018 05	AE	51 - 51.5	Central	Texas	1275984	Shelia Robinson	Shelia Robinson	Kevin Tucker	1275984		374,568	1,092,442	339,000	110.26%
54	2018 05	AE	51 - 51.5	Central	Texas	1236420	Thomas Dinkel	Thomas Dinkel	Ron Stricker	1236420		173,203	1,083,257	800,000	27.71%
55	2018 05	AE	51 - 51.5	Central	Texas	1018992	Timothy Powers	Timothy Powers	Karen Pope	1018992	P2188727	631,150	1,274,601	800,000	78.89%
56	2018 05	AE	51 - 51.5	Central	Texas	1155996	Todd Teitel	Todd Teitel	Chadwick Collins	1155996		243,817	1,006,333	350,000	69.66%
57	2018 05	AE	51 - 51.5	Central	Texas	1204070	Aaron Pulinski	Aaron Pulinski	Natasha Polito	1204070		587,632	1,326,843	1,050,000	55.96%
58	2018 05	AE	51 - 51.5	Central	Texas	1215926	Andy Adair	Andy Adair	John McDonald	1215926		476,736	1,149,000	540,000	100.41%
59	2018 05	AE	51 - 51.5	Central	Texas	1126368	Girlynn Brel	Girlynn Brel	Bill Bagley	1126368		113,705	1,482,612	1,010,000	50.60%
60	2018 05	AE	51 - 51.5	Central	Texas	1164215	Gretchen McLaughlin	Gretchen McLaughlin	Erin Duffy	1164215	P2148301	469,214	1,261,335	410,000	114.44%
61	2018 05	AE	51 - 51.5	Central	Texas	1036619	Jeff Margerison	Jeff Margerison	Doug Foester	1036619	E020435	190,559	1,133,352	469,000	40.63%
62	2018 05	AE	51 - 51.5	Central	Texas	6029579	Jennifer Mossotti	Jennifer Mossotti	Erin Duffy	6029579	E749573	494,028	1,446,628	1,150,000	42.96%
63	2018 05	AE	51 - 51.5	Central	Texas	1215080	Joseph Ferraro	Joseph Ferraro	Katherine Drake Marhaver	1215080		200,978	1,350,000	625,000	34.08%
64	2018 05	AE	51 - 51.5	Central	Texas	1229886	Lauren Elias	Lauren Elias	Tara McDonald	1229886		205,447	1,207,118	250,000	82.18%
65	2018 05	AE	51 - 51.5	Central	Texas	1216482	Lauren Stricos	Lauren Stricos	Tracy Cramer	1216482		449,108	1,146,748	589,000	76.25%
66	2018 05	AE	51 - 51.5	Central	Texas	1009566	Marc Gilbert	Marc Gilbert	Erin Duffy	1009566	P2206312	421,773	1,182,379	810,000	52.07%
67	2018 05	AE	51 - 51.5	Central	Texas	1198708	Matt Wells	Matt Wells	Nick Darling	1198708		530,447	1,290,984	815,000	65.09%
68	2018 05	AE	51 - 51.5	Central	Texas	1230843	Melissa Vassonelli	Melissa Vassonelli	Erin Duffy	1230843		896,189	1,300,959	1,050,000	106.69%
69	2018 05	AE	51 - 51.5	Central	Texas	1239655	Patrick Evans	Patrick Evans	Laura Whittinghill	1239655		37,765	1,248,198	700,000	5.39%
70	2018 05	AE	51 - 51.5	Central	Texas	1187219	Ryan Robbins	Ryan Robbins	Bill Bagley	1187219	P2185304	560,038	1,405,174	985,000	56.86%
71	2018 05	AE	51 - 51.5	Central	Texas	1218506	Sarah Keep	Sarah Keep	Doug Foester	1218506		269,511	1,006,313	631,123	42.70%
72	2018 05	AE	51 - 51.5	Central	Texas	1180746	Simone Amos	Simone Amos	Tara McDonald	1180746		341,243	1,044,371	527,544	64.69%
73	2018 05	AE	51 - 51.5	Central	Texas	1217679	Laura Whittinghill	Laura Whittinghill	Erin Duffy	1217679		825,335	1,167,335	720,000	114.61%
74	2018 05	AE	51 - 51.5	Central	Texas	12195815	Thomas Penn	Thomas Penn	Jennifer Loonan	12195815		666,592	1,327,259	783,000	46.83%
75	2018 05	AE	51 - 51.5	Central	Texas	12160136	Brian Haag	Brian Haag	Emily Zalaca	12160136		756,672	1,261,246	500,000	151.31%
76	2018 05	AE	51 - 51.5	Central	Texas	1215643	Carole Herndon	Carole Herndon	Rob Padgett	1215643		246,955	1,002,761	500,000	49.39%
77	2018 05	AE	51 - 51.5	Central	Texas	1233736	Charon Smith	Charon Smith							

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
147	2018	05	AE	\$1-\$1.5	West	Pacific States	Lorraine Sugimoto	Lorraine Sugimoto	Michael Garcia	1056493	0250963	86,121	1,384,976	600,000	14.35%
148	2018	05	AE	\$1-\$1.5	West	Pacific States	Melanie Rosenthal	Melanie Rosenthal	Michael Garcia	1072513	02184814	352,094	1,492,228	1,110,000	57.8%
149	2018	05	AE	\$1-\$1.5	Central	MidNorth	Cindy McCabe	Cindy McCabe	Todd Wery	1027337	02303670	647,099	1,637,970	685,678	94.37%
150	2018	05	AE	\$1-\$1.5	Central	MidNorth	Jennifer Pizur	Jennifer Pizur	Jason Bjorson	1216899	02200716	765,746	1,906,181	933,078	82.07%
151	2018	05	AE	\$1-\$1.5	Central	MidNorth	Jessica Opat	Jessica Opat	Steve Houliender	1143073	02186957	658,071	1,620,000	800,971	82.16%
152	2018	05	AE	\$1-\$1.5	Central	MidNorth	Joann DeYoung	Joann DeYoung	Joann DeYoung	1020737		1,239,466	2,597,426	1,289,714	96.10%
153	2018	05	AE	\$1-\$1.5	Central	MidNorth	Kathryn Grant	Kathryn Grant	Jason Bjorson	121066235	P2160362	1,948,012	1,948,012	981,049	137.42%
154	2018	05	AE	\$1-\$1.5	Central	MidNorth	Kelly Resch	Kelly Resch	Steve Houliender	1220354	P2154673	817,428	2,573,000	1,279,081	63.91%
155	2018	05	AE	\$1-\$1.5	Central	MidWest	Ashley Caltham	Ashley Caltham	Lori Brown	1148719	0146532	1,095,599	1,563,972	793,000	138.20%
156	2018	05	AE	\$1-\$1.5	Central	MidWest	Becky Lisner	Becky Lisner	Lori Brown	1034933	02162225	837,761	2,478,000	1,153,000	72.66%
157	2018	05	AE	\$1-\$1.5	Central	MidWest	Dave Castro	Dave Castro	Mike Pieper	1509232		1,606,596	2,867,625	1,328,043	120.97%
158	2018	05	AE	\$1-\$1.5	Central	MidWest	Franc Massery	Franc Massery	Janie Hurt	0030103		654,368	1,231,650	574,600	91.60%
159	2018	05	AE	\$1-\$1.5	Central	MidWest	Jim Sherman	Jim Sherman	James Hurt	1145370	01422127	494,233	1,631,998	837,000	92.75%
160	2018	05	AE	\$1-\$1.5	Central	MidWest	Ken Deutch	Ken Deutch	Mike Pieper	1511425	0151425	854,302	1,799,111	948,602	90.06%
161	2018	05	AE	\$1-\$1.5	Central	MidWest	Kevin Barry	Kevin Barry	Mike Elam	1520465	K8266303	640,918	1,501,402	633,514	101.17%
162	2018	05	AE	\$1-\$1.5	Central	MidWest	Lynley Gee	Lynley Gee	Jaime Hurt	1187021		405,849	1,708,995	721,000	56.29%
163	2018	05	AE	\$1-\$1.5	Central	MidWest	Maureen Werner	Maureen Werner	Mike Elam	NW783863		1,057,934	1,440,324	533,884	91.38%
164	2018	05	AE	\$1-\$1.5	Central	MidWest	Sue Masker	Sue Masker	Mike Elam	1511426		825,851	1,577,754	929,154	88.88%
165	2018	05	AE	\$1-\$1.5	Central	Texas	Andrea Burson	Andrea Burson	Kristine Gomez	1160840		1,127,307	1,838,573	850,000	132.62%
166	2018	05	AE	\$1-\$1.5	Central	Texas	Antilla Womack	Antilla Womack	Raymond May	1222664	e234571	613,341	1,543,350	782,776	78.35%
167	2018	05	AE	\$1-\$1.5	Central	Texas	Ashley Dudley	Ashley Dudley	Eric Achley	1219278	0230619	523,324	2,017,083	950,000	55.09%
168	2018	05	AE	\$1-\$1.5	Central	Texas	Claudia Montgomery	Claudia Montgomery	David Allen	1137666		1,198,705	3,586,025	1,320,000	90.81%
169	2018	05	AE	\$1-\$1.5	Central	Texas	Dan Squires	Dan Squires	Kim Murray	1032454	E014724	2,702,680	3,940,989	1,603,278	168.57%
170	2018	05	AE	\$1-\$1.5	Central	Texas	Eric Lunford	Eric Lunford	Sean Lervag	0041923	P2153080	1,117,347	2,151,601	1,160,000	96.32%
171	2018	05	AE	\$1-\$1.5	Central	Texas	Janet Emmert	Janet Emmert	David Allen	1078803		481,098	1,826,604	1,015,154	47.39%
172	2018	05	AE	\$1-\$1.5	Central	Texas	Jimmy Hare	Jimmy Hare	Rick Barnhart	1098133		804,115	4,595,786	1,986,455	40.48%
173	2018	05	AE	\$1-\$1.5	Central	Texas	Joan Hensert	Joan Hensert	Rick Barnhart	0215964		1,034,792	1,986,454	97,000	91.08%
174	2018	05	AE	\$1-\$1.5	Central	Texas	Job Share Flame / Langlois	Job Share: Debra Flame / Angela Doooms Langlois	Kristine Gomez	1081862 / 1081863		1,507,684	3,104,911	2,077,189	91.84%
175	2018	05	AE	\$1-\$1.5	Central	Texas	Job Share Michel / Witt	Job Share: Ray Michel / Doreen Witt	Kimberly Murray	1093545 / 1118084		1,730,462	2,770,758	1,885,000	91.80%
176	2018	05	AE	\$1-\$1.5	Central	Texas	Job Share Weaver / Whitten	Job Share: Michael / Whitten	Alison Weaver	1161460	E162147	278,963	1,167,944	1,150,000	24.26%
177	2018	05	AE	\$1-\$1.5	Central	Texas	Joey Little	Joey Little	Rick Barnhart	1164460	E165870	497,948	3,992,767	1,986,455	25.07%
178	2018	05	AE	\$1-\$1.5	Central	Texas	Kathy Sparks	Kathy Sparks	Rick Barnhart	1212328	P2178927	1,513,288	1,986,454	90,250	91.84%
179	2018	05	AE	\$1-\$1.5	Central	Texas	Keith Grubb	Keith Grubb	Eric Achley	1166553	P2149484	1,323,001	3,917,233	2,060,181	64.22%
180	2018	05	AE	\$1-\$1.5	Central	Texas	Kenny Gierl	Kenny Gierl	Rick Barnhart	6009619	E703060	1,323,406	3,623,715	3,972,909	33.31%
181	2018	05	AE	\$1-\$1.5	Central	Texas	Lisa Reid	Lisa Reid	Rick Barnhart	1165223	P2200173	2,636,553	5,816,758	1,986,454	132.73%
182	2018	05	AE	\$1-\$1.5	Central	Texas	Michael Crow	Michael Crow	John Pedevilla	1101416		450,728	1,522,966	725,000	62.17%
183	2018	05	AE	\$1-\$1.5	Central	Texas	Mike Nohr	Mike Nohr	Eric Achley	1212624		512,308	2,981,623	1,000,000	21.92%
184	2018	05	AE	\$1-\$1.5	Central	Texas	Nicholas Mohamed	Nicholas Mohamed	Kristine Gomez	1232327	E240999	720,256	2,381,505	1,000,000	70.03%
185	2018	05	AE	\$1-\$1.5	Central	Texas	Paul Powitz	Paul Powitz	Eric Achley	1110416	P2153816	345,692	3,024,990	1,600,000	21.61%
186	2018	05	AE	\$1-\$1.5	Northeast	New York	Adam Meyer	Adam Meyer	Shapiro/Hermes	1229513	E242674	1,036,793	8,192,948	2,511,070	41.29%
187	2018	05	AE	\$1-\$1.5	Northeast	New York	Brenda Izariy	Brenda Izariy	Jaime Morrison	1157793	P2199687	1,095,951	1,774,867	825,000	132.84%
188	2018	05	AE	\$1-\$1.5	Northeast	New York	Brian Cavallaro	Brian Cavallaro	Shapiro/Hermes	1213665		2,393,487	3,000,000	1,986,454	91.09%
189	2018	05	AE	\$1-\$1.5	Northeast	New York	Carlos Jerez	Carlos Jerez	Derek Benedict	1009925	P2206127	2,869,339	3,000,000	3,000,000	95.64%
190	2018	05	AE	\$1-\$1.5	Northeast	New York	Cory Petrucci	Cory Petrucci	Shapiro/Hermes	1145420	E142268	2,156,970	8,273,308	2,200,000	98.04%
191	2018	05	AE	\$1-\$1.5	Northeast	New York	Danielle Daley	Danielle Daley	Shapiro/Hermes	1155609	P2188386	2,027,108	5,777,762	2,400,000	84.46%
192	2018	05	AE	\$1-\$1.5	Northeast	New York	David Blakey	David Blakey	Derek Benedict	1005280		394,022	1,769,973	725,000	54.35%
193	2018	05	AE	\$1-\$1.5	Northeast	New York	Diana Elerson	Diana Elerson	Jaime Morrison	1212625	P2183181	1,889,402	1,986,454	90,250	91.84%
194	2018	05	AE	\$1-\$1.5	Northeast	New York	Dylan Larkin	Dylan Larkin	Shapiro/Hermes	1199127	P2174903	326,015	2,283,564	393,928	82.58%
195	2018	05	AE	\$1-\$1.5	Northeast	New York	Eric Tolchin	Eric Tolchin	Jaime Morrison	1182084	P2171722	767,350	1,603,479	700,000	109.62%
196	2018	05	AE	\$1-\$1.5	Northeast	New York	Florence O'Brien	Florence O'Brien	Shapiro/Hermes	1198676		2,939,670	12,027,008	4,000,000	73.49%
197	2018	05	AE	\$1-\$1.5	Northeast	New York	Jo Ellen Rix	Jo Ellen Rix	Shapiro/Hermes	1023296		2,567,994	8,729,895	2,668,894	96.22%
198	2018	05	AE	\$1-\$1.5	Northeast	New York	Jonathan Auster	Jonathan Auster	Shapiro/Hermes	1170964	P2173256	6,737,943	1,206,699	2,122,000	91.20%
199	2018	05	AE	\$1-\$1.5	Northeast	New York	Phillip Lefevre	Phillip Lefevre	Shapiro/Hermes	1154851	P2163337	2,439,356	10,297,897	2,500,000	97.57%
200	2018	05	AE	\$1-\$1.5	Northeast	New York	Timothy Minter	Timothy Minter	Jaime Morrison	1200396		454,680	1,887,024	700,000	64.95%
201	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Amea Krzyzcin	Amea Krzyzcin	Christine Smith	1210557	E220544	605,843	2,197,000	1,208,443	50.13%
202	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Brian Florio	Brian Florio	Jim Post	1179252	P2196155	610,608	3,489,879	1,750,000	34.89%
203	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Chris Reid	Chris Reid	Jaime Ames	1099915	P2197005	1,795,850	1,900,000	54,270	91.84%
204	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Constance Rockwood	Constance Rockwood	Ann Keith	1121534		967,730	1,613,124	1,371,574	70.56%
205	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Deborah Ziegman	Deborah Ziegman	Karen Pope	1200688	208644	430,772	1,935,568	600,395	71.75%
206	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Dianne Haggins	Dianne Haggins	Kevin Tucker	1203138	P2191128	455,646	1,278,655	717,655	35.63%
207	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Heather Schultz	Heather Schultz	Laura Lee	1236774	P2133773	733,624	2,737,090	1,243,000	59.02%
208	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Jeffery Robeck	Jeffery Robeck	Mike Chase	1217427		2,566,720	2,268,668	976,000	91.92%
209	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Job Share Copfer / Benton	Job Share: Renee Copfer / Tracy Benton	Mike Chase	1074295 / 1084256		3,951,436	8,883,710	4,454,000	88.72%
210	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Job Share O'Hara / Carter	Job Share: Amanda O'Hara / Coleen Carter	Janey Ames	1124257 / 1179066		1,378,888	4,489,161	2,230,124	61.83%
211	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Job Share Steinbrunner / Paul	Job Share: Karen Steinbrunner / Natasha Paul	Laura Lee	1153061 / 1213198		845,909	4,090,933	1,289,172	65.62%
212	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Joseph Treen	Joseph Treen	Christine Smith	1214100		1,230,755	1,230,755	1,230,755	90.58%
213	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Kimberly Tolnar	Kimberly Tolnar	Laura Lee	1203522		987,400	2,554,176	1,243,000	79.44%
214	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Nicholas Grote	Nicholas Grote	Jim Post	1176298		676,981	1,724,980	900,000	75.22%
215	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Patrick Horgan	Patrick Horgan	Laura Lee	1138828	e2169089	1,119,028	2,622,000	1,243,000	90.03%
216	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Sara Backman	Sara Backman	Ron Stricker	1085477	e070849	319,906	2,152,722	725,000	44.12%
217	2018	05	AE	\$1-\$1.5	Northeast	Ohio	Taylor Moore	Taylor Moore	Ron Stricker	1712895		1,777,486	1,986,454	90,250	111.10%
218	2018	05	AE	\$1-\$1.5	Northeast	Update NY / ME	Ann Magala	Ann Magala	Katherine Drake Marவர்	1004832	E101072	339,591	1,600,786	95,000	35.50%
219	2018	05	AE	\$1-\$1.5	Northeast	Update NY / ME	Ed Glasgow	Ed Glasgow	Natasha Polito	1073335	P2146718	805,722	1,943,751	1,272,000	63.34%
220	2018	05	AE	\$1-\$1.5	Northeast	Update NY / ME	Gwen Dyer	Gwen Dyer	Doug Foerster	1196655		372,806	1,531,144	944,000	39.49%
221	2018	05	AE	\$1-\$1.5	Northeast	Update NY / ME	Jaime Ralston	Jaime Ralston	Tara Macdonald	1083521		1,848,621	957,034	875,000	85.51%
222	2018	05	AE	\$1-\$1.5	Northeast	Update NY / ME	Jaime Ralston	Jaime Ralston	Tara Macdonald	1083521	P2073427	1,848,621	957,034	875,000	85.51%
223	2018	05	AE	\$1-\$1.5	Northeast	Update NY / ME	Job Share Hull / Savatieri	Job Share: Diane Hull / Elise Savatieri	Laura Whittinghill	1122007 / 1122009		116,230	2,536,250	1,450,000	77.67%
224	2018	05	AE	\$1-\$1.5	Northeast	Update NY / ME	Julie Kramer	Julie Kramer	Doug Foerster	1143609	P2195196	795,358	1,906,454	1,070,000	74.33%
225	2018	05	AE	\$1-\$1.5	Northeast	Update NY / ME	Lindsay Maurer	Lindsay Maurer	Nick Darling	1190506		668,556	1,552,078	875,000	76.41%
226	2018	05	AE	\$1-\$1.5	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	2018.05	AE	\$1.5+	West	LA	LA	Lisa Lang Bondar	Lisa Lang Bondar	Kelly Reed	1190950	P2206149	3,551,980	11,003,608	5,104,000	69.59%
303	2018.05	AE	\$1.5+	West	LA	LA	Lydia Leary	Lydia Leary	Tom Laky	1056609	P2204287	10,826,878	32,728,907	3,228,907	63.27%
304	2018.05	AE	\$1.5+	West	LA	LA	Maria Curry	Maria Curry	Helene Juceam	1228843	P2145004	3,274,565	11,029,736	5,280,000	62.02%
305	2018.05	AE	\$1.5+	West	LA	LA	Mark Milner	Mark Milner	Helene Juceam	1127433	1119581	549,010	2,118,515	1,333,149	41.18%
306	2018.05	AE	\$1.5+	West	LA	LA	Merribeth Gal	Merribeth Gal	John Krenzer	1101704	P2180991	659,998	2,353,262	1,432,620	46.07%
307	2018.05	AE	\$1.5+	West	LA	LA	Michael Fong	Michael Fong	Tom Laky	1228878	2579,428	9,584,388	3,568,032	72.29%	
308	2018.05	AE	\$1.5+	West	LA	LA	Michael Lauer	Michael Lauer	Derek Messina	11744891	P2164537	3,137,468	8,264,791	126,476	12.47%
309	2018.05	AE	\$1.5+	West	LA	LA	Randy Moses	Randy Moses	Helene Juceam	1084251	E069589	640,250	1,559,213	62,848	6.28%
310	2018.05	AE	\$1.5+	West	LA	LA	Richard Wasiloff	Richard Wasiloff	Derek Messina	1238790	P2350807	1,835,502	8,282,103	2,837,972	64.68%
311	2018.05	AE	\$1.5+	West	LA	LA	Sean Broderick	Sean Broderick	Helene Juceam	1127159	P2155213	923,545	1,878,328	1,151,903	80.18%
312	2018.05	AE	\$1.5+	West	LA	LA	WorldLink	WorldLink				32,037			
313	2018.05	AE	\$1.5+	West	Pacific States	Pacific States	Jaime Kigawa	Jaime Kigawa	Michael Garcia	1045984	P2173700	314,468	1,901,000	950,000	33.10%
314	2018.05	AE	\$1.5+	West	Pacific States	Pacific States	John Padeken	John Padeken	Michael Garcia	1112224	P2163356	208,108	1,602,014	900,000	23.12%
315	2018.05	AE	\$1.5+	West	Pacific States	Pacific States	Julie Carter	Julie Carter	Jeff McGowan	1517532		468,346	1,581,834	730,000	64.16%
316	2018.05	AE	\$1.5+	West	Pacific States	Pacific States	Melissa Orr	Melissa Orr	Sherry Santana	1521639	MO270275	473,936	1,608,268	650,000	72.91%
317	2018.05	AE	\$1.5+	West	Pacific States	Pacific States	Mike DellaVeilla	Mike DellaVeilla	Sherry Santana	1513195	MO151319	571,010	1,665,499	850,000	67.18%
318	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Aaron Woodford	Aaron Woodford	Terry Hoopner	1512755		812,636	1,910,236	107,460	10.32%
319	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Alan Olson	Alan Olson	Jamie Miller	1515825	atolson	327,778	605,500	123,465	12.04%
320	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Andrea Blader	Andrea Blader	Paul Sweet	1529744	AB407908	277,143	693,380	378,661	72.13%
321	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Barry Peterson	Barry Peterson	Bill Van Koevering	1513133		148,169	490,237	200,000	74.08%
322	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Betsy Maloney	Betsy Maloney	Paul Sweet	1510093	bmalooney	82,974	675,981	352,868	23.51%
323	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Betsy Benner	Betsy Benner	Edith McNally	1523274		435,271	615,000	300,000	145.09%
324	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Bonnie Nimmo	Bonnie Nimmo	Ryan Krajewski	159660		106,762	595,758	297,377	54.06%
325	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Catherine Flottmeyer	Catherine Flottmeyer	Jan Leiko	1204462	E231379	162,009	504,031	237,102	68.33%
326	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Chris Whitburn	Chris Whitburn	Joe Tessmer	1508725		239,697	472,564	215,000	111.49%
327	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Doug Mitchell	Doug Mitchell	Joe DeBlak	1509811	MDitchel	201,958	492,000	250,000	80.78%
328	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Heidi Trei	Heidi Trei	Terry Hoopner	1524233		272,794	480,943	278,794	91.87%
329	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Jeremiah Lewis	Jeremiah Lewis	Kristen Hall	1506641		266,421	481,000	133,630	114.04%
330	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Jerry Sipthoth	Jerry Sipthoth	Ryan Krajewski	1524856	2497652	304,389	487,525	219,848	138.45%
331	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	John Short	John Short	Kristen Hall	1532828		151,664	300,000	158,000	51.27%
332	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Kirt Schubring	Kirt Schubring	Joe Tessmer	1511401	1511401	150,397	644,475	291,827	51.54%
333	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Kristi Larsen	Kristi Larsen	Ryan Krajewski	1515097		870,387	1,325,117	92,879	12.47%
334	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Lisa Neumann	Lisa Neumann	Steve Houslander	1517524	NO24472	294,336	625,000	277,845	105.94%
335	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Lisa Ross	Lisa Ross	Tad Spading	1517735	2467684	223,179	602,610	295,000	75.65%
336	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Lori Gilmer	Lori Gilmer	Joe DeBlak	1518419	lgilmer	285,958	538,000	256,000	111.70%
337	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Mary Mooney	Mary Mooney	Jan Leiko	1182163	180813	260,279	583,894	240,771	108.10%
338	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Michelle Morduck	Michelle Morduck	Kristen Hall	1523268		372,483	555,000	275,000	125.60%
339	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Nick Evangelista	Nick Evangelista	Steve Houslander	1236875	P2328796	124,055	555,472	273,388	49.40%
340	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Peter Bartingale	Peter Bartingale	Terri Hoepner	1512485	1088378	292,615	486,765	231,726	126.28%
341	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Richard VanDeHey	Richard VanDeHey	Todd Wery	1087148		192,784	491,213		
342	2018.05	AE	\$450 - \$699	Central	MidNorth	MidNorth	Trey Warren	Trey Warren	Joe DeBlak	1509818	twarren1	114,950	510,000	239,323	48.03%
343	2018.05	AE	\$450 - \$699	Central	MidWest	MidWest	Brian Kelly	Brian Kelly	Mark Rouse	1507426	P2187907	230,000	310,000	47,300	14.93%
344	2018.05	AE	\$450 - \$699	Central	MidWest	MidWest	Carole Verling	Carole Verling	Mike Elm	1520191		134,979	547,742	380,108	35.51%
345	2018.05	AE	\$450 - \$699	Central	MidWest	MidWest	Jimmy Sams	Jimmy Sams	Kevin Noel	1513602	ja12833	83,175	489,939	215,003	38.69%
346	2018.05	AE	\$450 - \$699	Central	MidWest	MidWest	Kathi Norrington	Kathi Norrington	Carol Rudofski	1532227		158,640	452,420	228,462	69.44%
347	2018.05	AE	\$450 - \$699	Central	MidWest	MidWest	Kathy Gustelsohn	Kathy Gustelsohn	Carol Rudofski	1520462		135,532	453,528	224,424	60.39%
348	2018.05	AE	\$450 - \$699	Central	MidWest	MidWest	Madison Kommer	Madison Kommer	Carol Rudofski	mk34760		81,436	468,611	228,462	52.60%
349	2018.05	AE	\$450 - \$699	Central	MidWest	MidWest	Michael Hemmett	Michael Hemmett	Mark Rouse	1508577	michael7	343,567	648,782	112,500	109.94%
350	2018.05	AE	\$450 - \$699	Central	MidWest	MidWest	Sadie Worthing	Sadie Worthing	Bob Marr	1511759	1511759	159,323	564,075	265,500	60.01%
351	2018.05	AE	\$450 - \$699	Central	MidWest	MidWest	Sherry Novell	Sherry Novell	Mike Pieper	1509195		310,774	645,579	284,580	109.20%
352	2018.05	AE	\$450 - \$699	Central	MidWest	MidWest	Tom Ruessch	Tom Ruessch	Bonnie Gallagher	1518816		354,876	585,511	298,500	118.89%
353	2018.05	AE	\$450 - \$699	Central	MidWest	MidWest	Victor Everett	Victor Everett	Lori Brown	1528675	P2347675	311,017	596,614	144,294	21.86%
354	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Abraham Herndon	Abraham Herndon	Raymond May	1019590		195,522	600,112	35,000	55.88%
355	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Alejandro Cardenas	Alejandro Cardenas	Sally Martinez	1175672	P2193626	290,861	629,340	298,295	97.51%
356	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Amy Villareal	Amy Villareal	Michael Keesee	1176563		364,221	606,913	243,000	149.89%
357	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Bernadette Garza	Bernadette Garza	Michael Keesee	1115009	e150521	292,018	616,115	270,000	108.15%
358	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Dana Deluna	Dana Deluna	Sally Martinez	1515145		159,857	309,000	66,640	21.56%
359	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Daniel Coleman	Daniel Coleman	Michael Keesee	1116158	e106272	224,067	665,424	299,579	74.79%
360	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Deanna DeKay	Deanna DeKay	Nathan McCray	1085004		216,895	600,000	350,975	40.35%
361	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Geneva Duncan	Geneva Duncan	Nathan McCray	1601220	Ginny.du	364,174	584,999	303,550	119.97%
362	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Gregory Alvarado	Gregory Alvarado	Steven Brooks	1234435	E248459	140,557	504,635	200,000	70.28%
363	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Hilda Duron	Hilda Duron	Sally Martinez	1137080		286,278	588,260	298,295	96.32%
364	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Katherine Bourgeois	Katherine Bourgeois	Sean Lervag	1037075		257,625	525,000	250,000	115.50%
365	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Lita Box	Lita Box	Sean Lervag	1221620	E232397	462,644	481,489	280,000	165.23%
366	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Robert Cooperman	Robert Cooperman	Sean Lervag	1164816		382,324	637,513	400,000	95.58%
367	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Shannon Kimball	Shannon Kimball	Nathan McCray	1601129		46,328	474,995	155,550	29.78%
368	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Wes Chaffin	Wes Chaffin	Steven Brooks	1101646		123,166	550,000	41,700	9.77%
369	2018.05	AE	\$450 - \$699	Central	Texas	Texas	Whitney Paul Smith	Whitney Paul Smith	Matt Ellis	1172054		874,347	682,631	300,000	291.65%
370	2018.05	AE	\$450 - \$699	Northeast	New York	New York	Jason Dennis	Jason Dennis	Jaime Morrison	1150972		158,925	469,523	300,000	52.97%
371	2018.05	AE	\$450 - \$699	Northeast	New York	New York	Jeffrey Ginsberg	Jeffrey Ginsberg	Staten Island LSM	1006735		130,026	593,696	350,000	37.15%
372	2018.05	AE	\$450 - \$699	Northeast	New York	New York	Robert Communtucci	Robert Communtucci	Derek Benedict	1228505		309,794	619,047	300,000	101.26%
373	2018.05	AE	\$450 - \$699	Northeast	Ohio	Ohio	Amy Row	Amy Row	Karen Papp	1236800	E251227	123,845	440,343	450,000	51.97%
374	2018.05	AE	\$450 - \$699	Northeast	Ohio	Ohio	Brynn Doherty	Brynn Doherty	Christine Smith	1604507		169,574	606,221		
375	2018.05	AE	\$450 - \$699	Northeast	Ohio	Ohio	Dale Otto	Dale Otto	Dino Gerdeaman	16023192	P2735423	144,279	459,977	279,000	51.71%
376	2018.05	AE	\$450 - \$699	Northeast	Ohio	Ohio	Gary Kepeler	Gary Kepeler	Jim Post	1187024		295,694	534,143	425,000	69.58%
377	2018.05	AE	\$450 - \$699	Northeast	Ohio	Ohio	Jessica Kirkwood	Jessica Kirkwood	Annie Keith	1152480	P2161062	303,673	602,862	328,601	92.41%
378	2018.05	AE	\$450 - \$699	Northeast	Ohio	Ohio	Julie Seithner	Julie Seithner	Jim Post	1168577		680,071	680,071	225,000	55.46%
379	2018.05	AE	\$450 - \$699	Northeast	Ohio	Ohio	Julie Orick	Julie Orick	Jim Post	1231767	P2729938	504,811	504,811	225,000	130.80%
380	2018.05	AE	\$450 - \$699	Northeast	Ohio	Ohio	Kara Riccardi	Kara Riccardi	Annie Keith	1225433	P2159929	370,926	584,854	396,445	93.56%
381	2018.05	AE	\$450 - \$699	Northeast	Ohio	Ohio	Mary Jo Mastories	Mary Jo Mastories	Mark Chastain	1210418		370,744	681,356	531,232	69.79%
382	2018.05	AE	\$450 - \$699	Northeast	Ohio										

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	05	AE	\$450 - \$699	West	Pacific States	Grant Brostrom	Grant Brostrom	Christine Lyles Smith	1529992	1674763	285,014	683,247	315,000	90.48%
459	2018	05	AE	\$450 - \$699	West	Pacific States	Isa Wilson	Isa Wilson	Sherry Santana	1521779	1674763	111,593	50,621	325,000	40.49%
460	2018	05	AE	\$450 - \$699	West	Pacific States	Jeremy Bakke	Jeremy Bakke	Amber Aguirre	46017047	16722134	334,351	552,703	353,327	94.63%
461	2018	05	AE	\$450 - \$699	West	Pacific States	Lisa Hovey	Lisa Hovey	Kendall Char	1239786		303,503	553,120	80,000	379.38%
462	2018	05	AE	\$450 - \$699	West	Pacific States	Mario Martinez	Mario Martinez	Danald Stone	1502889		143,549	499,625	285,000	50.37%
463	2018	05	AE	\$450 - \$699	West	Pacific States	Theresa Zwan	Theresa Zwan	Amber Aguirre	1527895	1674763	283,980	641,703	344,829	82.35%
464	2018	05	AE	\$450 - \$699	West	Pacific States	Tim Dours	Tim Dours	Sherry Santana	1511785	1674763	155,255	85,662	350,000	44.38%
465	2018	05	AE	\$450 - \$699	West	Pacific States	Todd Sims	Todd Sims	Jeff McGowan	1605734	1672655	65,009	608,933	375,000	17.60%
466	2018	05	AE	\$700 - \$999	Central	MidNorth	Becky Baker	Becky Baker	Paul Sweet	1511308	18851125	372,959	849,542	395,819	94.22%
467	2018	05	AE	\$700 - \$999	Central	MidNorth	Cassie Van Brocklin	Cassie Van Brocklin	Kristen Hall	1512187	1024801	714,432	806,000	400,000	178.61%
468	2018	05	AE	\$700 - \$999	Central	MidNorth	Jennifer Tragas	Jennifer Tragas	Paul Sweet	1515566	1515566	197,035	716,859	445,928	44.19%
469	2018	05	AE	\$700 - \$999	Central	MidNorth	Michael Schmacher	Michael Schmacher	Julius Bjornson	12054037		205,027	735,361	349,083	58.73%
470	2018	05	AE	\$700 - \$999	Central	MidNorth	Miriam Share	Miriam Share	Paul Sweet	1521993		181,372	720,331	342,131	50.31%
471	2018	05	AE	\$700 - \$999	Central	MidNorth	Scott Callahan	Scott Callahan	Todd McNally	1516078	2241548	417,283	813,000	400,000	104.32%
472	2018	05	AE	\$700 - \$999	Central	MidNorth	Sheryl Kahler	Sheryl Kahler	Bill Van Koeveering	1509011		508,727	705,600	460,000	110.59%
473	2018	05	AE	\$700 - \$999	Central	MidNorth	Stacey Gleason	Stacey Gleason	Steve Houselander	1180992	12192721	274,841	863,000	428,405	64.12%
474	2018	05	AE	\$700 - \$999	Central	MidWest	Ben Fisher	Ben Fisher	Mike Elam	1517116		403,052	816,338	464,577	86.78%
475	2018	05	AE	\$700 - \$999	Central	MidWest	Brad Rompigs	Brad Rompigs	Mark Rouse	1035581	1517448	456,749	878,481	425,000	107.47%
476	2018	05	AE	\$700 - \$999	Central	MidWest	Christine LaValle	Christine LaValle	Mike Pieper	1528705	1528705	450,301	758,200	379,440	118.68%
477	2018	05	AE	\$700 - \$999	Central	MidWest	Dave Breetzke	Dave Breetzke	Mark Rouse	1035291	21415856	442,908	994,661	480,227	92.23%
478	2018	05	AE	\$700 - \$999	Central	MidWest	Jeramie Swanson	Jeramie Swanson	Mark Rouse	1035471	1001444	228,385	785,657	398,000	57.38%
479	2018	05	AE	\$700 - \$999	Central	MidWest	Linda Gilchrist	Linda Gilchrist	Bob Brown	6037745	1072857	111,287	749,601	360,000	30.91%
480	2018	05	AE	\$700 - \$999	Central	MidWest	Matt Cammella	Matt Cammella	Bonnie Gallagher	1517837	MC24717	569,066	832,422	298,500	190.64%
481	2018	05	AE	\$700 - \$999	Central	Texas	Amanda Crawford	Amanda Crawford	Raymond May	1191333	2177624	292,331	922,320	350,000	83.52%
482	2018	05	AE	\$700 - \$999	Central	Texas	Javier Ramos	Javier Ramos	Kristine Gomez	6021405	1732395	289,533	970,911	365,000	79.32%
483	2018	05	AE	\$700 - \$999	Central	Texas	Jeanne DeMarco	Jeanne DeMarco	Steven Brooks	1101818	12196103	443,236	898,214	475,000	93.31%
484	2018	05	AE	\$700 - \$999	Central	Texas	John Frasier	John Frasier	John Pedraza	1627976		736,891	887,271	670,000	92.40%
485	2018	05	AE	\$700 - \$999	Central	Texas	Linda Landry	Linda Landry	Sally Martinez	1061672		233,647	740,201	400,000	48.41%
486	2018	05	AE	\$700 - \$999	Central	Texas	Lisa Cooper	Lisa Cooper	Michael Keese	1160081	1160385	148,875	730,097	410,000	36.31%
487	2018	05	AE	\$700 - \$999	Central	Texas	Mark Manning	Mark Manning	Nathan McCray	1029582		149,795	842,700	400,968	37.36%
488	2018	05	AE	\$700 - \$999	Central	Texas	Michael Phillips	Michael Phillips	John Pedraza	1222492	2234349	279,463	966,265	420,000	66.54%
489	2018	05	AE	\$700 - \$999	Central	Texas	Nelson Rios	Nelson Rios	Kristine Gomez	6020928	12702316	869,338	945,000	212,750	121.75%
490	2018	05	AE	\$700 - \$999	Central	Texas	Nelson Rios	Nelson Rios	Sean Lervang	1294948		926,216	958,125	65,000	130.16%
491	2018	05	AE	\$700 - \$999	Northeast	New York	Gianna Franco	Gianna Franco	Derek Benedict	1003364	2152384	560,882	892,019	600,000	93.48%
492	2018	05	AE	\$700 - \$999	Northeast	New York	Noella Santelli	Noella Santelli	Jaime Morrison	1223058		356,444	765,308	500,000	71.29%
493	2018	05	AE	\$700 - \$999	Northeast	Ohio	Dave Whitehead	Dave Whitehead	Ron Stricker	1080319	06E7989	234,876	885,193	475,000	49.45%
494	2018	05	AE	\$700 - \$999	Northeast	Ohio	Deborah Smith	Deborah Smith	Dino Gerdeman	12176346		840,170	727,000	325,000	93.66%
495	2018	05	AE	\$700 - \$999	Northeast	Ohio	Deena Kern	Deena Kern	Dino Gerdeman	1140267	1135623	343,066	927,892	445,000	77.09%
496	2018	05	AE	\$700 - \$999	Northeast	Ohio	Eric Davis	Eric Davis	Ron Stricker	1134652	1128213	456,838	783,182	700,000	65.26%
497	2018	05	AE	\$700 - \$999	Northeast	Ohio	John Renda	John Renda	Mark Chastain	1020247	22006160	241,481	983,440	468,559	51.69%
498	2018	05	AE	\$700 - \$999	Northeast	Ohio	Jon Ruben	Jon Ruben	Kerry Collins	1065871	0406002	113,883	966,531	325,000	35.04%
499	2018	05	AE	\$700 - \$999	Northeast	Ohio	John Watson	John Watson	John Chastain	1232424		736,323	900,384	350,000	92.40%
500	2018	05	AE	\$700 - \$999	Northeast	Ohio	Michelle Novotny	Michelle Novotny	Mark Chastain	1135339	1219163	377,854	900,184	474,878	79.57%
501	2018	05	AE	\$700 - \$999	Northeast	Ohio	Monica Arnold	Monica Arnold	Janey Ames	1204941	2167396	232,303	769,161	435,000	53.54%
502	2018	05	AE	\$700 - \$999	Northeast	Ohio	Tara Melowic	Tara Melowic	Jan Post	1141662	1774494	310,560	944,538	600,000	51.76%
503	2018	05	AE	\$700 - \$999	Northeast	Uptate NY / ME	Amanda Barnes	Amanda Barnes	Nick Darling	6023975	1737684	387,516	770,408	535,000	72.43%
504	2018	05	AE	\$700 - \$999	Northeast	Uptate NY / ME	Genard Peafrance	Genard Peafrance	Gracy Cramer	11101842		852,843	925,000	290,000	101.84%
505	2018	05	AE	\$700 - \$999	Northeast	Uptate NY / ME	Gregory Franzone	Gregory Franzone	Gracy Cramer	6027672		642,633	852,843	631,000	103.00%
506	2018	05	AE	\$700 - \$999	Northeast	Uptate NY / ME	Jill Doser	Jill Doser	Natasha Polito	1003166	1072641	345,952	773,471	385,000	89.86%
507	2018	05	AE	\$700 - \$999	Northeast	Uptate NY / ME	Kathy Chilson	Kathy Chilson	Ron Nagy	1175962	2199666	116,477	899,462	278,000	41.90%
508	2018	05	AE	\$700 - \$999	Northeast	Uptate NY / ME	Launt Mee	Launt Mee	Nick Darling	1003085	10010389	48,222	852,797	450,000	10.72%
509	2018	05	AE	\$700 - \$999	Northeast	Uptate NY / ME	Lynne Spagnardi	Lynne Spagnardi	Doug Fiestera	12767717		590,041	819,051	630,000	98.16%
510	2018	05	AE	\$700 - \$999	Northeast	Uptate NY / ME	Matthew Coleman	Matthew Coleman	Bill Baileys	1008975	1771508	334,565	748,050	410,000	81.00%
511	2018	05	AE	\$700 - \$999	Northeast	Uptate NY / ME	Matthew Walters	Matthew Walters	Bonita Elias	1217697	2147572	289,452	886,037	375,000	77.19%
512	2018	05	AE	\$700 - \$999	Northeast	Uptate NY / ME	Nichole French	Nichole French	Tara MacDonald	1227426	2153067	130,308	811,921	427,775	30.46%
513	2018	05	AE	\$700 - \$999	South	Carolinas	Andrew Hatfield-O'Hern	Andrew Hatfield-O'Hern	Emily Zalacca	1191340	1197702	550,359	782,890	600,000	91.73%
514	2018	05	AE	\$700 - \$999	South	Carolinas	Becky Hovatta	Becky Hovatta	Paul Pedgett	1042841		848,948	841,960	490,000	117.26%
515	2018	05	AE	\$700 - \$999	South	Carolinas	Chad Suge	Chad Suge	Darryl Heller	1523983	2913226	148,715	775,357	475,618	31.27%
516	2018	05	AE	\$700 - \$999	South	Carolinas	Charles Edwards	Charles Edwards	Dave McGee			154,951			
517	2018	05	AE	\$700 - \$999	South	Carolinas	Corey Peters Bayden	Corey Peters Bayden	Summer Hamdan	1138609		853,387		725,000	43.89%
518	2018	05	AE	\$700 - \$999	South	Carolinas	Craig Kuckens	Craig Kuckens	Darryl Heller	1515031	Crqg Ku	239,954	746,266	409,207	58.64%
519	2018	05	AE	\$700 - \$999	South	Carolinas	Donald West	Donald West	Emily Zalacca	1226015		256,215	956,438	280,000	86.49%
520	2018	05	AE	\$700 - \$999	South	Carolinas	Donna Treedway	Donna Treedway	Donna Hammett	1552308		234,519	400,642	543,516	43.15%
521	2018	05	AE	\$700 - \$999	South	Carolinas	Emily Moore	Emily Moore	Dave McGee	1188145		229,753	902,530	380,000	60.46%
522	2018	05	AE	\$700 - \$999	South	Carolinas	Gary Wilson	Gary Wilson	Stephanie Collins	1071279		76,015	815,332	590,000	12.88%
523	2018	05	AE	\$700 - \$999	South	Carolinas	Jeff Fries	Jeff Fries	Donna Hammett	1513021	1513021	185,560	799,460	268,677	69.06%
524	2018	05	AE	\$700 - \$999	South	Carolinas	Karin Ann	Karin Ann	Paul Pedgett	1173298		746,617	809,431	750,000	90.24%
525	2018	05	AE	\$700 - \$999	South	Carolinas	Laural Corley	Laural Corley	Dody Varborough	1170111	1169982	140,676	390,319	346,000	49.66%
526	2018	05	AE	\$700 - \$999	South	Carolinas	Lisa Field	Lisa Field	Dody Varborough	6014294		296,440	862,369	366,000	86.99%
527	2018	05	AE	\$700 - \$999	South	Carolinas	Marodith Hamrick	Marodith Hamrick	Teresa Vauss	1051233	0404784	248,157	793,207	321,000	77.31%
528	2018	05	AE	\$700 - \$999	South	Carolinas	Melissa Root	Melissa Root	Matt Lovitt	1149469	1147420	187,270	860,879	400,000	46.82%
529	2018	05	AE	\$700 - \$999	South	Carolinas	Patricia Walcott	Patricia Walcott	Emily Walker Little	1527553		474,547	845,641	518,187	94.50%
530	2018	05	AE	\$700 - \$999	South	Carolinas	Rachel Butler	Rachel Butler	Ray Chastain	1517525	1884472	269,222	829,267	401,650	19.03%
531	2018	05	AE	\$700 - \$999	South	Carolinas	Sally Peeples	Sally Peeples	Teresa Vauss	1015540	2139086	109,344	902,492	340,000	32.16%
532	2018	05	AE	\$700 - \$999	South	Florida	Annette Bileu	Annette Bileu	John Fennessy	1504208	2151045	308,546	949,346	600,000	51.42%
533	2018	05	AE	\$700 - \$999	South	Florida	Ariel Turner	Ariel Turner	Norm Pytel	6009699	2272889	727,219	700,302	548,000	132.70%
534	2018	05	AE	\$700 - \$999	South	Florida	Cathine Botero	Cathine Botero	John Fennessy	1501812		462,758	927,037	602,000	91.67%
535	2018	05	AE	\$700 - \$999	South	Florida	Cathie Rock	Cathie Rock	Norm Pytel	1503047		87,147	854,535	550,200	106.54%
536	2018	05	AE	\$700 - \$999	South	Florida	Jennifer Makal	Jennifer Makal	Nick Puddicombe	1503095	2149314	256,969	719,510	469,000	54.79%
537	2018	05	AE	\$700 - \$999	South	Florida	Kelly Byrnes	Kelly Byrnes	John Fennessy	6010806	2706640	640,014	973,496	581,000	111.19%
538	2018	05	AE	\$700 - \$999											

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	05	AE	< 4540	Central	MidNorth	Tom Mason	Tom Mason	John Merchlewitz	1518928	trmason	64,763	252,418	126,000	51.40%
615	2018	05	AE	< 4540	Central	MidNorth	Travis Kilegla	Travis Kilegla	Kedron Thomas	1525561		265,942	151,637	131,677	114.98%
616	2018	05	AE	< 4540	Central	MidWest	Barry Waggoner	Barry Waggoner	Carol Rudolfski	1534967	P2279574	176,435	333,645	186,534	94.59%
617	2018	05	AE	< 4540	Central	MidWest	Beverly Wallace	Beverly Wallace	Carol Rudolfski	1208915	1208915	143,435	329,989	188,450	76.11%
618	2018	05	AE	< 4540	Central	MidWest	Cynthia New	Cynthia New	Kevin Noel	1510823	1208915	102,489	400,126	200,682	51.07%
619	2018	05	AE	< 4540	Central	MidWest	Doreen James	Doreen James	Pam Elston	1528122	04002218	306,963	317,067	219,684	139.73%
620	2018	05	AE	< 4540	Central	MidWest	Gloria Burns	Gloria Burns	Pam Elston	1525023	2956810	169,330	317,312	171,961	74.74%
621	2018	05	AE	< 4540	Central	MidWest	Jonni Meese	Jonni Meese	Bob Marr	1517450	2440948	37,626	321,985	157,500	23.89%
622	2018	05	AE	< 4540	Central	MidWest	Julie Kinnaman	Julie Kinnaman	Bob Marr	1515152	1515152	70,219	433,646	206,500	34.00%
623	2018	05	AE	< 4540	Central	MidWest	Kevin Carnes	Kevin Carnes	Bonnie Gallagher	1519409	1519409	42,980	335,398	119,400	36.00%
624	2018	05	AE	< 4540	Central	MidWest	Laure Jackson	Laure Jackson	Bob Marr	1527537	J398641	104,357	314,045	139,131	75.01%
625	2018	05	AE	< 4540	Central	MidWest	Lilly Jaber	Lilly Jaber	Carol Rudolfski	1520463	1266303	128,517	317,312	171,961	74.74%
626	2018	05	AE	< 4540	Central	MidWest	Mike Skelton	Mike Skelton	Kevin Noel	6028895	6028895	114,684	278,160	134,725	85.47%
627	2018	05	AE	< 4540	Central	MidWest	Missy Nance	Missy Nance	Kevin Noel	6038986	P2770636	48,603	248,295	110,141	44.13%
628	2018	05	AE	< 4540	Central	MidWest	Robin Spence	Robin Spence	Kevin Noel	1525066	2959751	188,637	357,821	193,560	97.46%
629	2018	05	AE	< 4540	Central	MidWest	Trisha O'Cheltrieb	Trisha O'Cheltrieb	Pam Elston	6009054	1701113	188,595	316,660	134,807	139.90%
630	2018	05	AE	< 4540	Central	Texas	Christie Wolin	Christie Wolin	Matt Ellis	1525023	2956810	120,414	414,499	150,000	102.49%
631	2018	05	AE	< 4540	Central	Texas	Isidoro Diaz	Isidoro Diaz	Matt Ellis	1232879	1232879	139,477	418,760	175,000	79.70%
632	2018	05	AE	< 4540	Central	Texas	Maria Scott	Maria Scott	Sally Martinez	1053601	0031399	277,317	341,106	150,000	184.88%
633	2018	05	AE	< 4540	Central	Texas	Vanessa Tena	Vanessa Tena	Raymond May	6007656	P2699652	143,285	449,902	120,000	119.40%
634	2018	05	AE	< 4540	Northeast	New York	George Quintano	George Quintano	Derek Benedict	1236454	P2326875	139,792	446,005	250,000	55.92%
635	2018	05	AE	< 4540	Northeast	New York	Jennifer Contino	Jennifer Contino	Derek Benedict	1239103	1239103	73,376	348,663	100,000	73.38%
636	2018	05	AE	< 4540	Northeast	New York	Ryan Campbell	Ryan Campbell	Jaime Morrison	6023272	E735895	76,302	404,930	100,000	76.50%
637	2018	05	AE	< 4540	Northeast	New York	Sara Hotop	Sara Hotop	Derek Benedict	1187278	1187279	119,490	373,993	100,000	119.49%
638	2018	05	AE	< 4540	Northeast	Ohio	Annette Hoeffel	Annette Hoeffel	Dino Gerdeaman	6046610	6046610	2,708	371,345		
639	2018	05	AE	< 4540	Northeast	Ohio	Jason Berry	Jason Berry	Brenda Jasper	6009409	p2270639	71,492	447,846	271,440	26.34%
640	2018	05	AE	< 4540	Northeast	Ohio	Jenna Rabideau	Jenna Rabideau	Brenda Jasper	1525474	C240961	265,184	447,846	265,558	94.07%
641	2018	05	AE	< 4540	Northeast	Ohio	Nancy Leskonec	Nancy Leskonec	Kevin Noel	6008615	P2700855	220,765	442,782	362,728	60.86%
642	2018	05	AE	< 4540	Northeast	Ohio	Samuel Stolly	Samuel Stolly	Dino Gerdeaman	1238581	P2341274	120,650	422,959	312,000	38.67%
643	2018	05	AE	< 4540	Northeast	Ohio	Talaya Biddle	Talaya Biddle	Dino Gerdeaman	1239809	E254609	185,548	417,164	287,585	64.52%
644	2018	05	AE	< 4540	Northeast	Update NY / ME	Amy Burnsworth	Amy Burnsworth	Katherine Drake Marhaver	1042152	P2157420	227,224	417,929	345,000	65.86%
645	2018	05	AE	< 4540	Northeast	Update NY / ME	Brett Bonta	Brett Bonta	Katherine Drake Marhaver	12144166	P2144166	393,869	401,820	182,000	112.02%
646	2018	05	AE	< 4540	Northeast	Update NY / ME	Elizabeth Hillard	Elizabeth Hillard	Bonta Elias	1218699	E218699	69,330	218,025	133,000	52.13%
647	2018	05	AE	< 4540	Northeast	Update NY / ME	Jacquelyn Kirch	Jacquelyn Kirch	Katherine Drake Marhaver	1235110	P2322076	126,264	337,710	215,000	58.73%
648	2018	05	AE	< 4540	Northeast	Update NY / ME	Matthew Toomey	Matthew Toomey	Tracy Cramer	6021410	p2732400	301,871	354,492	262,458	115.02%
649	2018	05	AE	< 4540	Northeast	Update NY / ME	Rodney Mahan	Rodney Mahan	Doug Foerster	1000329		158,140	319,565	209,000	75.67%
650	2018	05	AE	< 4540	Northeast	Update NY / ME	Thomas McCormick	Thomas McCormick	Katherine Drake Marhaver	1516681	P2328559	393,869	401,820	110,000	96.73%
651	2018	05	AE	< 4540	Northeast	Update NY / ME	Zachary Potter	Zachary Potter	Erin Duffy	1236880		31,811	240,684	113,000	28.15%
652	2018	05	AE	< 4540	South	Carolinas	Bill Scott	Bill Scott	Teresa Vause	1097513		116,777	400,743	193,000	60.51%
653	2018	05	AE	< 4540	South	Carolinas	Brandi Hudson	Brandi Hudson	Roy Costner	6015669		52,133	415,723	174,409	100.99%
654	2018	05	AE	< 4540	South	Carolinas	Deborah Nicholson	Deborah Nicholson	Summer Hamdan	6017128	P2722451	142,935	396,619	275,000	51.98%
655	2018	05	AE	< 4540	South	Carolinas	Elizabeth Sorace	Elizabeth Sorace	Summer Hamdan	1219356	P2197131	442,065	442,065	275,000	66.22%
656	2018	05	AE	< 4540	South	Carolinas	Ian Daley	Ian Daley	Darryl Heller	1525289	1525289	34,096	168,881	91,319	97.33%
657	2018	05	AE	< 4540	South	Carolinas	John Putnam	John Putnam	Emily Zalacca	1523502	P2J89072	201,106	391,548	300,000	67.04%
658	2018	05	AE	< 4540	South	Carolinas	Patrick Kennedy	Patrick Kennedy	Emily Zalacca	1223683	E235804	265,487	429,984	200,000	132.74%
659	2018	05	AE	< 4540	South	Carolinas	Rob Nichols	Rob Nichols	Dwight Ardoin	1513427	RN137523	92,060	317,250	111,405	82.64%
660	2018	05	AE	< 4540	South	Carolinas	Tangla Bellerson	Tangla Bellerson	Matt Livotti	1236709	E215870	392,370	417,929	160,000	162.37%
661	2018	05	AE	< 4540	South	Carolinas	Wendy Testerman	Wendy Testerman	Jody Walker Little	1526010	E674836	286,301	337,948	225,000	127.25%
662	2018	05	AE	< 4540	South	Florida	Gloria Thompson	Gloria Thompson	Tom Sweet	1502315	P2153487	370,631	438,401	200,000	185.32%
663	2018	05	AE	< 4540	South	Florida	Jeffrey Rolon	Jeffrey Rolon	Tom Sweet	1008386		316,213	440,104	280,000	112.93%
664	2018	05	AE	< 4540	South	Florida	Shawn Turner	Shawn Turner	Paula Gaustad	6023527	P2736576	282,332	305,716	367,500	76.80%
665	2018	05	AE	< 4540	South	Southwest	Billy Garrett	Billy Garrett	Jeff Frantz	1511843	igbarrnet	92,805	347,805	219,000	42.38%
666	2018	05	AE	< 4540	South	Southwest	Brandi Wilson	Brandi Wilson	Kevin Kee	1510850	1510850	441,705	300,000	300,000	33.44%
667	2018	05	AE	< 4540	South	Southwest	Chris Letsinger	Chris Letsinger	Chris Munson	1517744	1517744	22,877	434,691	210,000	10.89%
668	2018	05	AE	< 4540	South	Southwest	Donna Webb-Arnold	Donna Webb-Arnold	Chris Munson	1517348	1517348	43,110	420,204	175,000	24.63%
669	2018	05	AE	< 4540	South	Southwest	James Taylor	James Taylor	John Moore	6039569	P2772012	37,890	278,566	100,000	37.89%
670	2018	05	AE	< 4540	South	Southwest	Jennifer Horton	Jennifer Horton	John Moore	1526170	1526170	392,510	480,000	150,000	57.66%
671	2018	05	AE	< 4540	South	Southwest	Kassandra Horton	Kassandra Horton	Todd Livingston	1528665	KH040098	5,793	288,379	150,000	3.86%
672	2018	05	AE	< 4540	South	Southwest	Kelli Stackhouse	Kelli Stackhouse	Mitch Fain	1166288	E170139	5,890	137,500	400,000	1.47%
673	2018	05	AE	< 4540	South	Southwest	Kelly Lytle	Kelly Lytle	Kevin Kee	1517748		100,593	442,900	300,000	33.53%
674	2018	05	AE	< 4540	South	Southwest	Laure Wright	Laure Wright	Todd Livingston	1511602	W749993	86,732	390,617	175,000	49.56%
675	2018	05	AE	< 4540	South	Southwest	Michael Seavers	Michael Seavers	John Moore	1513935		392,370	417,929	100,000	100.97%
676	2018	05	AE	< 4540	South	Southwest	Penny Woods	Penny Woods	George Robbins	1198675	P2169137	47,432	410,268	200,000	23.72%
677	2018	05	AE	< 4540	South	Southwest	Rusty Little III	Rusty Little III	John Payne	1520558	IL266724	118,496	365,318	213,000	55.63%
678	2018	05	AE	< 4540	South	Southwest	Samantha Hydriek	Samantha Hydriek	Todd Livingston	1520850	shydriek	32,108	222,062	130,000	24.70%
679	2018	05	AE	< 4540	South	Southwest	Stacey Lucas	Stacey Lucas	Brian McDowall	6046641		117,905	434,628		
680	2018	05	AE	< 4540	West	LA	Aljondra Cortes	Aljondra Cortes	Mike Jaffe	1530160		153,810	275,000	175,000	87.89%
681	2018	05	AE	< 4540	West	LA	Brenda Rodriguez	Brenda Rodriguez	Lonnice Ross	1147359		357,947	250,000	250,000	
682	2018	05	AE	< 4540	West	LA	Derek Swanner	Derek Swanner	Joe Flores	6021846		753	198,822	100,000	0.75%
683	2018	05	AE	< 4540	West	LA	Francesca Nichols	Francesca Nichols	Mike Jaffe	1179058		21,965	401,936		
684	2018	05	AE	< 4540	West	LA	Fred Earle	Fred Earle	Lonnice Ross	6017652	P2723689	141,150	298,884	85,000	166.06%
685	2018	05	AE	< 4540	West	LA	Imma Imhoff	Imma Imhoff	Lonnice Ross	6017553	P2715587	313,335	313,335	120,788	90.43%
686	2018	05	AE	< 4540	West	LA	Jill Longo	Jill Longo	Joe Flores	6018236	P2724862	120,281	446,245	207,900	57.86%
687	2018	05	AE	< 4540	West	LA	Jose Lozano	Jose Lozano	Derek Eggers	6027534		106,339	392,670	200,000	53.17%
688	2018	05	AE	< 4540	West	LA	Richard Negrete	Richard Negrete	Joshua Stratton	1179240	E277063	23,519	333,789	73,080	32.18%
689	2018	05	AE	< 4540	West	LA	Tiffany Ott	Tiffany Ott	Lonnice Ross	60271651		102,407	258,917	85,000	120.48%
690	2018	05	AE	< 4540	West	Mountain States	Joni Ingleby	Joni Ingleby	Todd Andrews	1521122		226,086	438,154	250,000	90.43%
691	2018	05	AE	< 4540	West	Mountain States	Laura Knight	Laura Knight	Heath Corley	6011525		10,704	25,113	100,000	10.70%
692	2018	05	AE	< 4540	West	Mountain States	Lucas Storey	Lucas Storey	Marcelle Jones	6008146	P2674678	99,012	226,246	130,000	76.16%
693	2018	05	AE	< 4540	West	Mountain States	Mauri Larson	Mauri Larson	Todd Andrews	6026653	P2743050	106,641	309,597	145,000	73.55%
694	2018	05	AE	< 4540	West	Mountain States	Michele Brown	Michele Brown	Todd Andrews	1521495		105,998	359,876	195,000	54.36%
695															