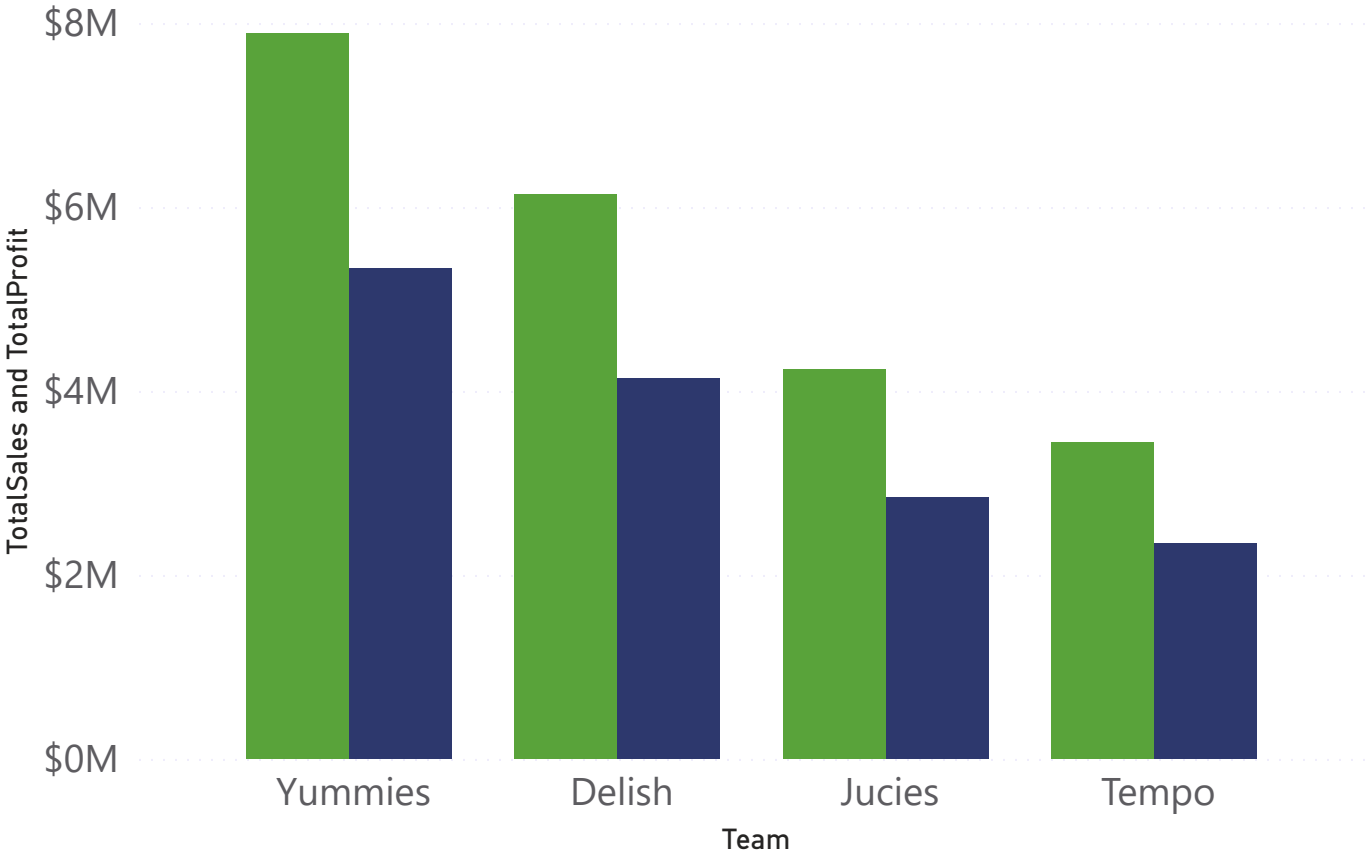


TotalSales and TotalProfit by Team

● TotalSales ● TotalProfit



TotalSales

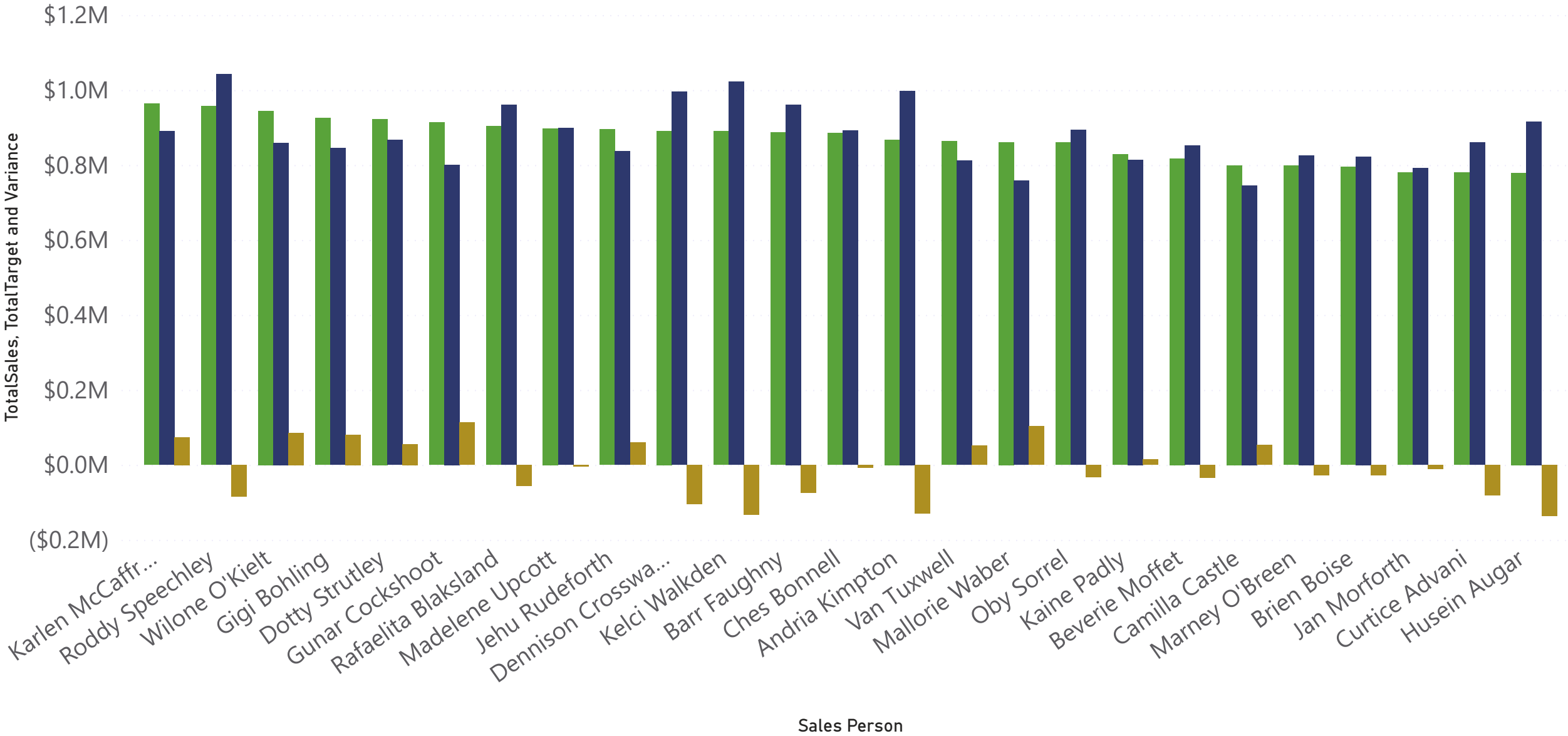


Product

- 50% Dark Bites
- 70% Dark Bites
- 85% Dark Bars
- 99% Dark & Pure
- After Nines
- Almond Choco
- Baker's Choco Chips
- Caramel Stuffed Bars
- Choco Coated Almonds
- Drinking Coco
- Eclairs

TotalSales, TotalTarget and Variance by Sales Person

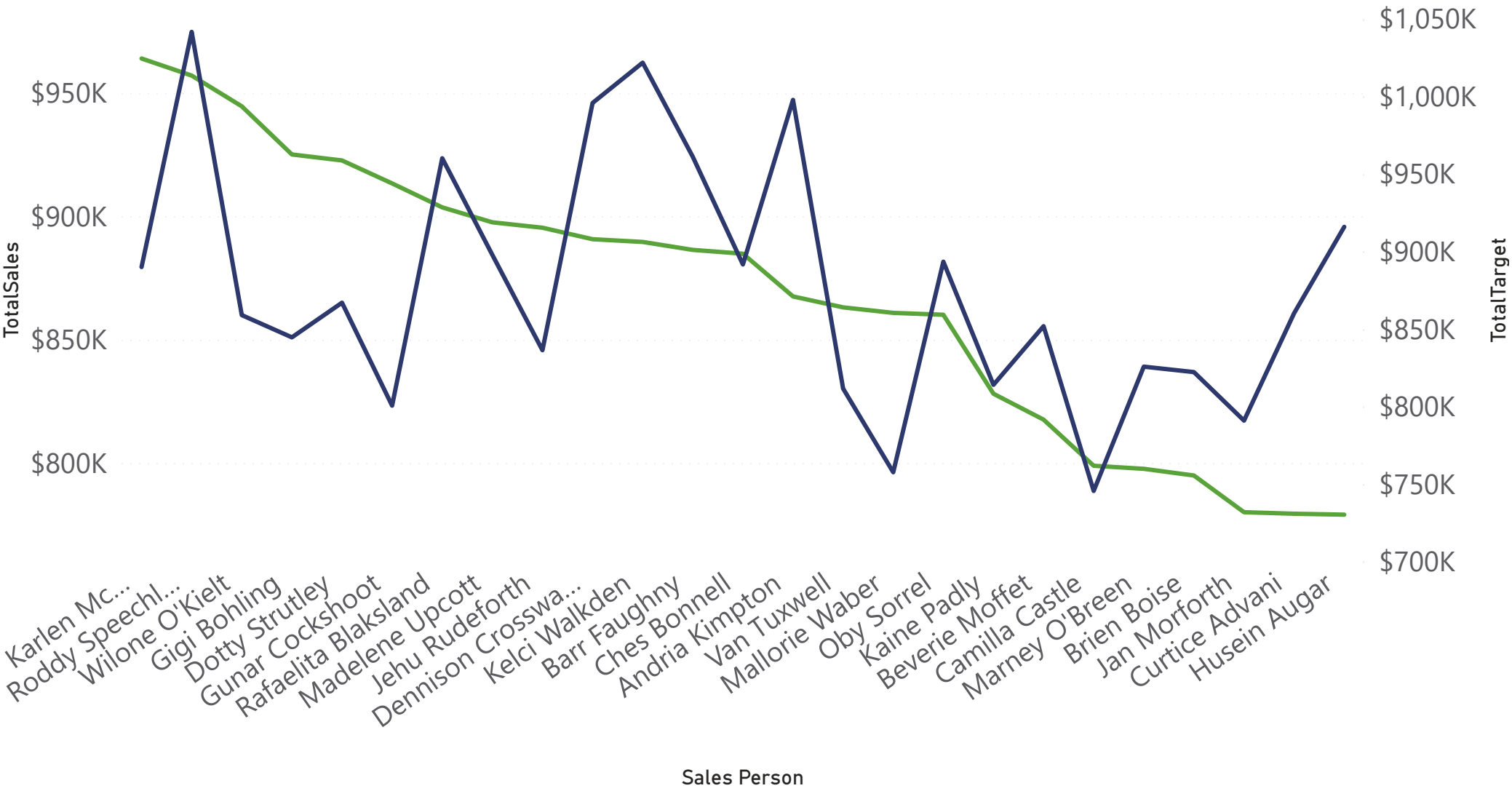
● TotalSales ● TotalTarget ● Variance



Sales Person	TotalSales	Variance	Variance %
Gunar Cockshoot	\$913,325	\$112,725	14.1%
Mallorie Waber	\$860,846	\$103,196	13.6%
Wilone O'Kielt	\$944,580	\$85,580	10.0%
Gigi Bohling	\$925,057	\$80,407	9.5%
Karlen McCaffrey	\$963,956	\$73,956	8.3%
Camilla Castle	\$798,868	\$53,268	7.1%
Jehu Rudeforth	\$895,363	\$59,013	7.1%
Dotty Strutley	\$922,635	\$55,635	6.4%
Van Tuxwell	\$863,079	\$51,479	6.3%
Kaine Padly	\$828,058	\$14,008	1.7%
Madelene Upcott	\$897,554	(\$296)	-0.0%
Ches Bonnell	\$884,835	(\$6,815)	-0.8%
Jan Morforth	\$780,038	(\$10,912)	-1.4%
Brien Boise	\$794,920	(\$27,330)	-3.3%
Marney O'Breen	\$797,629	(\$28,121)	-3.4%
Oby Sorrel	\$860,083	(\$33,367)	-3.7%
Beverie Moffet	\$817,572	(\$34,278)	-4.0%
Rafaelita Blaksland	\$903,616	(\$56,534)	-5.9%
Barr Faughny	\$886,375	(\$74,725)	-7.8%
Roddy Speechley	\$957,047	(\$84,603)	-8.1%
Total	\$21,701,722	(\$252,978)	-1.2%

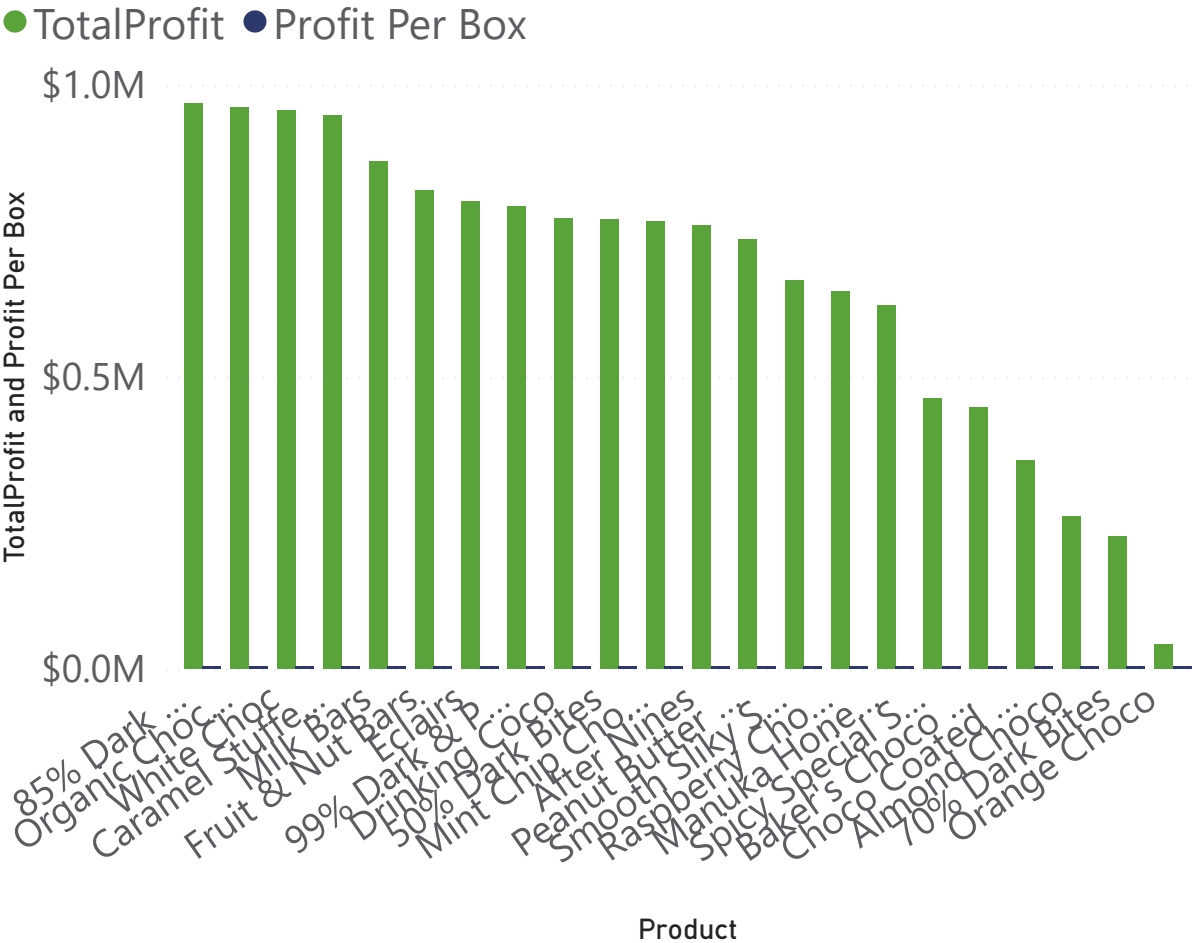
TotalSales and TotalTarget by Sales Person

● TotalSales ● TotalTarget



Product▲	Total Boxes	Total Profit	Profit Per Box▲
50% Dark Bites	86978	\$769,799	
70% Dark Bites	82174	\$227,116	
85% Dark Bars	66004	\$968,053	
99% Dark & Pure	60878	\$792,462	
After Nines	39893	\$759,388	
Almond Choco	52337	\$260,431	
Baker's Choco Chips	75226	\$447,181	
Caramel Stuffed Bars	48730	\$948,097	
Choco Coated Almonds	59624	\$357,916	
Drinking Coco	50098	\$771,678	
Eclairs	64557	\$800,908	
Fruit & Nut Bars	74319	\$819,369	
Manuka Honey Choco	39124	\$623,290	
Milk Bars	37635	\$868,786	
Mint Chip Choco	50948	\$765,890	
Total	1344574	\$14,654,211	

Total Profit and Profit Per Box by Product



TotalSales by Month

