

		Region									
		All Regions		Central		Eastern		Southern		Western	
		Measures		Measures		Measures		Measures		Measures	
Positions	Department	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget
All Positions	Marketing & Communication	13,910,753.00	13,770,267.00	3,590,423.00	3,582,552.00	3,440,110.00	3,383,905.00	3,440,110.00	3,401,905.00	3,440,110.00	3,401,905.00
Account Executive	Marketing & Communication										
Administration	Marketing & Communication										
Administrative Assistant	Marketing & Communication										
Analyst Relations	Marketing & Communication	1,133,375.00	1,212,625.00	383,375.00	443,500.00	250,000.00	254,375.00	250,000.00	257,375.00	250,000.00	257,375.00
CEO	Marketing & Communication										
CFO	Marketing & Communication										
CMO	Marketing & Communication	3,583,061.00	3,450,094.00	827,861.00	760,990.00	918,400.00	894,368.00	918,400.00	897,368.00	918,400.00	897,368.00
CTO	Marketing & Communication										
Controller	Marketing & Communication										
Corporate Compliance	Marketing & Communication										
District Manager	Marketing & Communication										
EOE	Marketing & Communication										
Engineer	Marketing & Communication										
Graphics	Marketing & Communication	3,332,375.00	3,221,125.00	782,375.00	728,500.00	850,000.00	828,875.00	850,000.00	831,875.00	850,000.00	831,875.00

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		Measures		Measures		Measures		Measures		Measures	
Positions	Department	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget
HR Generalists	Marketing & Communication										
HR Training	Marketing & Communication										
IS	Marketing & Communication										
Payroll	Marketing & Communication										
Pre-Sales	Marketing & Communication										
Press Relations	Marketing & Communication	1,761,226.00	1,786,084.00	497,296.00	524,872.00	421,310.00	418,404.00	421,310.00	421,404.00	421,310.00	421,404.00
Product Marketing Mgr	Marketing & Communication	2,842,731.00	2,773,899.00	693,531.00	665,040.00	716,400.00	700,953.00	716,400.00	703,953.00	716,400.00	703,953.00
QA Engineer	Marketing & Communication										
QA Manager	Marketing & Communication										
SVP HR	Marketing & Communication										
SVP Partnerships	Marketing & Communication										
SVP Services	Marketing & Communication										
SVP Strategic Development	Marketing & Communication										
SVP WW Operations	Marketing & Communication										
Sales Rep	Marketing & Communication										

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		Measures		Measures		Measures		Measures		Measures	
Positions	Department	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget
Senior Consultant	Marketing & Communication										
Senior Engineer	Marketing & Communication										
Senior Sales Rep	Marketing & Communication										
Services Mgr	Marketing & Communication										
Staff Consultant	Marketing & Communication										
Trainer	Marketing & Communication										
VP Engineering	Marketing & Communication										
Writer	Marketing & Communication	1,257,985.00	1,326,440.00	405,985.00	459,650.00	284,000.00	286,930.00	284,000.00	289,930.00	284,000.00	289,930.00