Option	Actual																																					
Year	2017	Net Sales											MoM (%)											Profit Margin (%)														
State	Tier	2,017	Jan.17	Feb.17	Mar.17	Apr.17	May.17	Jun.17	Jul.17	Aug.17	Sep.17	Oct.17	Nov.17 Dec.1	7 Jan.17	Feb.17	Mar.17	Apr.17	May.17	Jun.17	Jul.17	Aug.17	Sep.17	Oct.17	Nov.17	Dec.17	2,017	Jan.17 F	eb.17 M	lar.17 A	Apr.17 N	1ay.17 Ju	un.17	Jul.17 A	lug.17	Sep.17	Oct.17 N	Vov.17 L	Dec.17
All States		657,713	43,376	15,310	41,141	35,460	43,871	47,861	40,571	54,039	73,758	73,581	111,745 77,0	- 00	-65%	169%	-14%	24%	9%	-15%	33%	36%	0%	52%	-31%	12%	16%	8%	18%	2%	14%	16%	15%	13%	12%	12%	8%	10%
	Tier 1	,		,							55,391				-59%			31%	24%	-24%	32%	30%	-2%	54%	-44%	10%	15%	9%	16%	11%	15%	15%	13%	14%	7%	16%	0%	4%
	Tier 2	162,394	10,795	1,881	10,165	9,056	9,220	5,033	8,224	11,339	18,367	19,293	28,363 30,6	58 -	-83%	440%	-11%	2%	-45%	63%	38%	62%	5%	47%	8%	17%	21%	4%	24%	-24%	13%	25%	23%	6%	26%	-1%	31%	20%
California	Tier 1	114,369	4,743	4,374	8,044	8,015	9,803	6,933	10,173	6,264	16 097	11 217	10,013 18,0	91 -	-8%	84%	0%	22%	-29%	47%	-38%	157%	-27%	-15%	81%	20%	29%	21%	20%	13%	22%	19%	23%	20%	19%	26%	15%	20%
New York	Tier 1	84,239	801	624	3,817	1,844	2,923	10,404	1,975	6,670	,	24,488	16,631 6,7		-22%	512%		59%	256%	-81%	238%	10%	233%	-32%	-60%	26%	25%	25%	24%	18%	28%	23%	20%	32%	20%	31%	26%	22%
Texas	Tier 1	42,432	3,210		,	373	,	3,327	2,030	2,567	3,832	4,144	7,755 2,4		-56%	466%	-95%	820%	-3%	-39%	26%	49%	8%	87%	-69%	-20%	-53%	-66%	-3%	-75%	-10%	-3%	-5%	-16%	2%	-5%	-41%	-44%
Washington	Tier 1	47,614	2,290	1,006	1,262	1,275	1,942	4,928	5,900	9,868	3,786	1,761	11,390 2,2	07 -	-56%	25%	1%	52%	154%	20%	67%	-62%	-53%	547%	-81%	21%	15%	39%	10%	32%	29%	22%	28%	26%	24%	6%	13%	11%
Pennsylvania	Tier 1	40,195	3,608	1,449	1,162	1,976	1,103	1,319	3,195	7,823	6,561	1,873	7,159 2,9	67 -	-60%	-20%	70%	-44%	20%	142%	145%	-16%	-71%	282%	-59%	-12%	-2%	17%	-21%	-3%	-29%	2%	-2%	-12%	-26%	-11%	-13%	-17%
Florida	Tier 1	26,430	422	119	133	3,706	4,059	2,827	380	4,614	1,976	1,774	5,237 1,1	83 -	-72%	12%	2684%	10%	-30%	-87%	1115%	-57%	-10%	195%	-77%	1%	-17%	32%	-30%	-6%	-12%	5%	8%	8%	8%	11%	11%	-39%
Illinois	Tier 1	24,188	2,429	1,825	1,430	1,121	1,054	2,828	1,523	438	4,070	2,402	1,227 3,8	40 -	-25%	-22%	-22%	-6%	168%	-46%	-71%	828%	-41%	-49%	213%	-28%	12%	-7%	23%	-15%	4%	-21%	-20%	-12%	-51%	-33%	-13%	-82%
Michigan	Tier 1	25,834	10,313	0	1,238	1,243	2,091	1,185	0	54	4,285	361	1,024 4,0	40 -	-100%	-	0%	68%	-43%	-100%	-	7877%	-92%	184%	294%	33%	36%	-	43%	37%	28%	29%	-	26%	34%	36%	20%	27%
Ohio	Tier 1	21,816	243	598	779	2,231	505	1,844	3,437	720	3,762	1,168	4,523 2,0	06 -	146%	30%	186%	-77%	265%	86%	-79%	423%	-69%	287%	-56%	-7%	-11%	9%	-6%	-5%	-30%	3%	-11%	10%	-3%	1%	-23%	4%
Virginia	Tier 1	7,600	0	360	932	5	708	767	2,018	0	245	608	89 1,8	- 68	-	159%	-99%	14370%	8%	163%	-100%	-	148%	-85%	2008%	24%	-	22%	18%	41%	30%	28%	20%	-	28%	29%	37%	24%
North Carolina	Tier 1	23,457	1,154	429	62	265	1,129	924	532	810	1,033	2,983	13,993 1	44 -	-63%	-86%	328%	327%	-18%	-42%	52%	28%	189%	369%	-99%	-22%	-4%	-4%	-10%	-7%	8%	9%	6%	24%	12%	-43%	-30%	-3%
Indiana	Tier 1	17,987	359	0	365	155	2,752	4,999	811	2,801	0	909	3,980 8	56 -	-100%	-	-57%	1672%	82%	-84%	245%	-100%	-	338%	-78%	28%	31%	-	43%	36%	33%	28%	15%	30%	-	1%	33%	21%
Georgia	Tier 1	19,157	3,008	1,246		4,194	3,146	544	373	72	2,387	0	360	-	-59%	207%		-25%	-83%	-32%	-81%	3216%	-100%			34%	26%	29%	44%	37%	29%	20%	27%	21%	33%	-	33%	-
Kentucky	Tier 2	15,535	0	0	806	0	833	741	0	215	1,806	678	6,343 4,1		-		-100%		-11%	-100%	-	, , 1, 7, 0	-62%	835%	-35%	31%	-		29%	-	27%	28%	-	30%	45%	30%	26%	33%
New Jersey	Tier 2	9,484	0		9	2,728	283	250	6	98	1,623	2,408	46 1,8			-95%		-90%	-12%	-97%		1559%	48%		3906%	24%	-	26%	27%	24%	25%	31%	49%	26%	32%	10%	26%	33%
Wisconsin	Tier 2	5,233	4	0	2,012	0	0	0	573	113	474	61	18 1,9		-100%	2450/	-100%	-	-	200/	-80%	318%	-87%		10745%	27%	48%	420/	25%	-	-	200/	36%	29%	36%	49%	47%	23%
Minnesota	Tier 2 Tier 2	6,728 10,096	0 101	91 883	376	0 552	0 828	530 935	736 1,299	202 224	1,630	1,820 970	153 1,1 2,756 1,5		775%	315%		- -	13%	39% 39%	-73%	708% - 94%	12% 6722%	-92% 184%	676%	37% -12%	8%	-16%	35%	69/	-30%	29% -2%	45% -37%	39% 30%	-26%	47% -37%	-6%	24%
Arizona Colorado	Tier 2	10,096	338	9	1.332	2.613	121	578	1,299	283	14 819	646	2,750 1,5 89 3.4		97%	-100% 14027%		-05%	370%	-100%	-83%	-94% 189%	-21%		-44% 3775%	-12%	0%	33%	-23%	-131%	-127%	6%	-3/70	13%	-34%	-3%	35%	-11%
Tennessee	Tier 2	11,906	330	0	1,332	632	389	55	0	2,482	1,126	4,331	1,870 1,0		-37/0	14027/0	13606%	-38%	-86%	-100%	-	-55%	285%	-57%	-46%	-28%	-	33/0	36%	-131%	-4%	28%		-46%	7%	-46%	0%	-31%
Delaware	Tier 2	13,317	0	0	627	0.52	300	0	1,342	0	392	-,551	10,656	0 -		_	-100%	-	-100%	10070	-100%	-	-100%	-	-100%	45%	_	_	28%	-	50%	-	39%	-	29%		48%	-
Massachusetts	Tier 2	6,821	13	0	161	0	88	0	329	1,959	1,926	111	231 2,0	04	-100%	_	-100%	_	-100%	_	496%	-2%	-94%	107%	769%	20%	46%	-	43%	_	48%	-	38%	-4%	30%	30%	48%	23%
Maryland	Tier 2	9,452	0	59	223	909	634	0	90	2,412	390	58	4,676	0 -		280%	307%	-30%	-100%	-	2581%	-84%	-85%	8013%	-100%	29%	-	35%	39%	25%	22%	-	48%	25%	44%	47%	31%	-
Missouri	Tier 2	9,351	4,619	0	0	131	865	0	0	0	2,636	0	260 8	39 -	-100%	-	-	558%	-100%	-	-	-	-100%	-	223%	19%	4%	-	-	31%	26%	-	-	-	37%	-	31%	26%
Rhode Island	Tier 2	3,427	0	0	0	140	0	103	252	0	148	1,276	0 1,5	09 -		-	-	-100%	-	145%	-100%	-	762%	-100%	-	14%	-	-	-	26%	-	47%	37%	-	48%	-2%	-	16%
Oklahoma	Tier 2	6,226	0	20	2,132	0	477	0	936	0	292	2,321	38	11 -		10738%	-100%	-	-100%	-	-100%	-	695%	-98%	-72%	28%	-	27%	32%	-	29%	-	30%	-	35%	23%	50%	48%
Alabama	Tier 2	1,828	56	0	0	518	26	16	0	0	0	10	240 9	61 -	-100%	-	-	-95%	-38%	-100%	-	-	-	2261%	301%	27%	41%	-	-	3%	49%	41%	-	-	-	34%	10%	42%
Nevada	Tier 2	3,138	0	0	0	196	1,196	76	0	0	0	0	0 1,6	70 -	-	-	-	509%	-94%	-100%	-	-	-	-	-	10%	-	-	-	36%	8%	34%	-	-	-	-	-	7%
Oregon	Tier 2	2,567	0	0	0	0	550	88	1	6	828	1,064	29	0 -	-	-	-	-	-84%	-99%	475%	13237%	28%	-97%	-100%	-18%	-	-	-	-	10%	29%	-73%	11%	-11%	-42%	-2%	-
Connecticut	Tier 2	5,307	4	612	823	403	0	705	847	0	336	13	0 1,5	64 -	17290%	34%	-51%	-100%	-	20%	-100%	-	-96%	-100%	-	28%	29%	16%	26%	30%	-	29%	31%	-	40%	46%	-	28%
Arkansas	Tier 2	2,708	0	0	40	0	49	118	0	0	940	199	4 1,3	57 -	-	-	-100%	-	141%	-100%	-	-	-79%	-98%	31468%	35%	-	-	46%	-	37%	50%	-	-	43%	47%	33%	27%
Mississippi	Tier 2	2,997	0	0	839	0	49	0	0	866	0	12	174 1,0	57 -	-	-	-100%	-	-100%	-	-	-100%	-	1388%	508%	34%	-	-	40%	-	49%	-	-	26%	-	45%	25%	37%
Vermont	Tier 2	842	637	0	0	0	0	0	0	0	0	0		05 -	-100%	-	-	-	-	-	-	-	-	-	-	31%	31%	-	-	-	-	-	-	-	-		-	33%
Utah	Tier 2	2,166	0	0	0	0	0	0	98	103	1,934	12	19	0 -	-	-	-	-	-	-	5%	1783%	-99%	66%	-100%	17%	-	-	-	4701	-	-	14%	36%	16%	36%	48%	-
South Carolina	Tier 2	1,561	0	0	0	128	302	0	0	0	685	0		39 -	-		-	136%	-100%	-	-	-	-100%	-	-91%	19%	-	-	-	17%	11%	-	-	-	4%	-	48%	40%
Louisiana	Tier 2	3,836	0	29	0	0	254	0	0	,	0	1,542		13 -	-	-100%	-	-	-100%	-	4000/	-100%	-	-100%	-	31%	-	29%	-	-	15%	4706	2004	36%	-	24%	-	42%
Nebraska New Hampshire	Tier 2 Tier 2	3,545	0	0	0	0	24	74	80	1.077	16	105	0 3,2	47		-	-	-	214% -100%	8%	-100%	-92%	557% -100%	-100%	-	26% 32%	-	-	-	-	5% 41%	47%	28% 26%	30%	50% 30%	48%	-	24%
New Hampshire Montana	Tier 2	1,509 4,229	4,189	0	0	0	247	0	102	1,077	40	0	0	0	-100%	-	-	-	-100%	-	953%	-92%	-100%	-	-	35%	35%	-	-	-	41%			30%	26%	-	-	-
lowa	Tier 2	716	4,183	0	0	106	0	0	30	0	0	0			-100%		-	-100%		-	-100%		-100%		25%	39%	35%			47%			39%		20%		47%	46%
New Mexico	Tier 2	2,273	470	0	780	100	0	228	0	0	139	675		50 -	-100%		-100%	-100/0	_	-100%	-100%		387%		24%		3370		41%	4770		46%	3370		17%	19%		25%
Idaho	Tier 2	1,234	0	0	0	0	815	0	0	0	90	308		21 -			-	_	-100%	-	-	-	242%	-100%		16%	-	_	-	-	8%		-	_	42%	28%	-	38%
Kansas	Tier 2	733	280	0	0	0	0	0	374	0	0	0	79		-100%		-	_	-	-	-100%	-	-		-100%	36%	49%	-	-	-	-	_	27%		-	-	33%	-
District of Columb	Tier 2	78	78	0	0	0	0	0	0	0	0	0	0	0 -	-100%	-	-	-	-	-	-	-	-	-	-	45%	45%	-	-	-	-		-	-	-	-	-	_
Wyoming	Tier 2	0	0	0	0	0	0	0	0	0	0	0	0	0 -			-	_	-	-	-	-	_	-	-	-		-	-	-	-	-	-	-	-	-	-	-
South Dakota	Tier 2	1,153	0	0	0	0	0	0	1,128	0	0	0	26	0 -		-	-	-	-	-	-100%	-	-	-	-100%	30%	-	-	-	-	-	-	30%	-	-	-	26%	-
Maine	Tier 2	0	0	0	0	0	0	0	0	0	0	0	0	0 -		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		-	-	-	-	-	-
West Virginia	Tier 2	1,210	0	0	0	0	0	536	0	0	0	673	0	0 -		-	-	-	-	-100%	-	-	-	-100%	-	15%	-	-	-	-	-	49%	-	-	-	-11%	-	-
North Dakota	Tier 2	920	0	0	0	0	892	0	0	0	0	0	0	28 -		-	-	-	-100%	-	-	-	-	-	-	25%	-	-	-	-	24%	-	-	-	-	-	-	48%