

Option Year	Actual 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.17	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	Feb.17	Mar.17	Apr.17	May.17	Jun.17	Jul.17	Aug.17	Sep.17	Oct.17	Nov.17	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	77,000	-	-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	495,319	32,581	13,428	30,976	26,403	34,651	42,829	32,347	42,700	55,391	54,289	83,381	46,341	-	-59%	131%	-15%	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	30,658	-	-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	11,817	10,013	18,091	-	-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	7,358	24,488	16,631	6,705	-	-22%	512%	-52%	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	1,400	7,926	373	3,435	3,327	2,030	2,567	3,832	4,144	7,755	2,433	-	-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	2,207	-	-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	2,967	-	-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	1,183	-	-72%	12%	2684%	10%	-30%	-87%	1115%	-57%	-10%	195%	-77%	1%	-17%	32%	-30%	-6%	-12%	5%	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	3,840	-	-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	4,040	-	-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	2,006	-	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	1,868	-	-	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	144	-	-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	856	-	-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	3,827	4,194	3,146	544	373	72	2,387	0	360	0	-	-59%	207%	10%	-25%	-83%	-32%	-81%	3216%	-100%	-	-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	4,114	-	-	-	-100%	-	-11%	-100%	-	741%	-62%	835%	-35%	31%	-	-	-	29%	-	27%	28%	-	30%	45%	30%	26%	33%
New Jersey	Tier 2	9,484	0	178	9	2,728	283	250	6	98	1,623	2,408	46	1,853	-	-	-95%	30411%	-90%	-12%	-97%	1410%	1559%	48%	-98%	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	1,978	-	-100%	-	-100%	-	-	-	-80%	318%	-87%	-70%	10745%	27%	48%	-	25%	-	-	-	36%	29%	36%	49%	47%	23%	
Minnesota	Tier 2	6,728	0	91	376	0	0	530	736	202	1,630	1,820	153	1,190	-	-	315%	-100%	-	-	39%	-73%	708%	12%	-92%	676%	37%	-	43%	35%	-	-	29%	45%	39%	33%	47%	38%	24%	
Arizona	Tier 2	10,096	101	883	0	552	828	935	1,299	224	14	970	2,756	1,534	-	775%	-100%	-	50%	13%	39%	-83%	6722%	184%	-44%	-12%	8%	-16%	-	6%	-30%	-2%	-37%	30%	-26%	-37%	-6%	4%		
Colorado	Tier 2	10,269	338	9	1,332	2,613	121	578	0	283	819	646	89	3,440	-	-97%	14027%	96%	-95%	379%	-100%	-	189%	-21%	-86%	3775%	-43%	0%	33%	-23%	-131%	-127%	6%	-	13%	-34%	-3%	35%	-11%	
Tennessee	Tier 2	11,906	0	0	5	632	389	55	0	2,482	1,126	4,331	1,870	1,017	-	-	-	13606%	-38%	-86%	-100%	-	-55%	285%	-57%	-46%	-28%	-	-	36%	-1%	-4%	28%	-	-46%	7%	-46%	0%	-31%	
Delaware	Tier 2	13,317	0	0	627	0	300	0	1,342	0	392	0	10,656	0	-	-	-	-100%	-	-100%	-	-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	2,004	-	-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																																			