

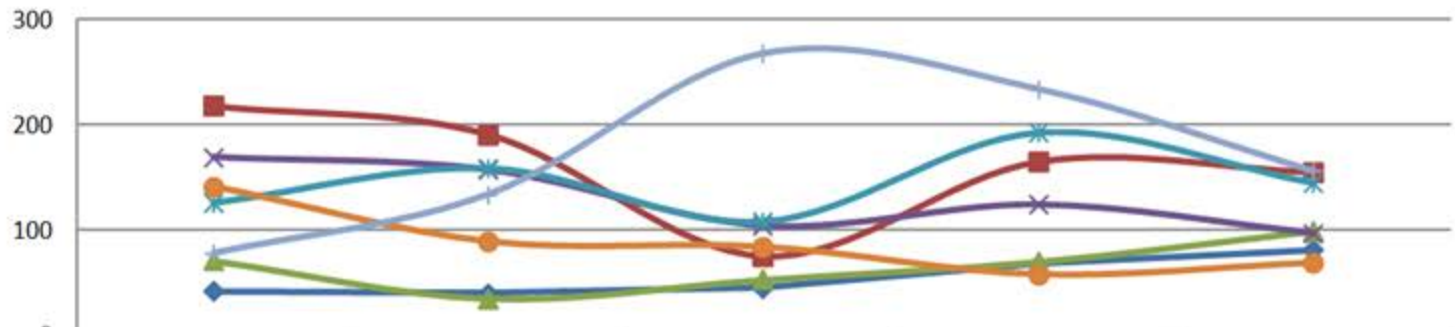
# Customer Connect 2019 YTD Performance

Panorama	FY 19	\$ 71,315,346
	CC Program To Date	\$ 2,716,579,771
	Milestone	\$ 3,000,000,000
	Next Celebration in	\$ 283,420,229



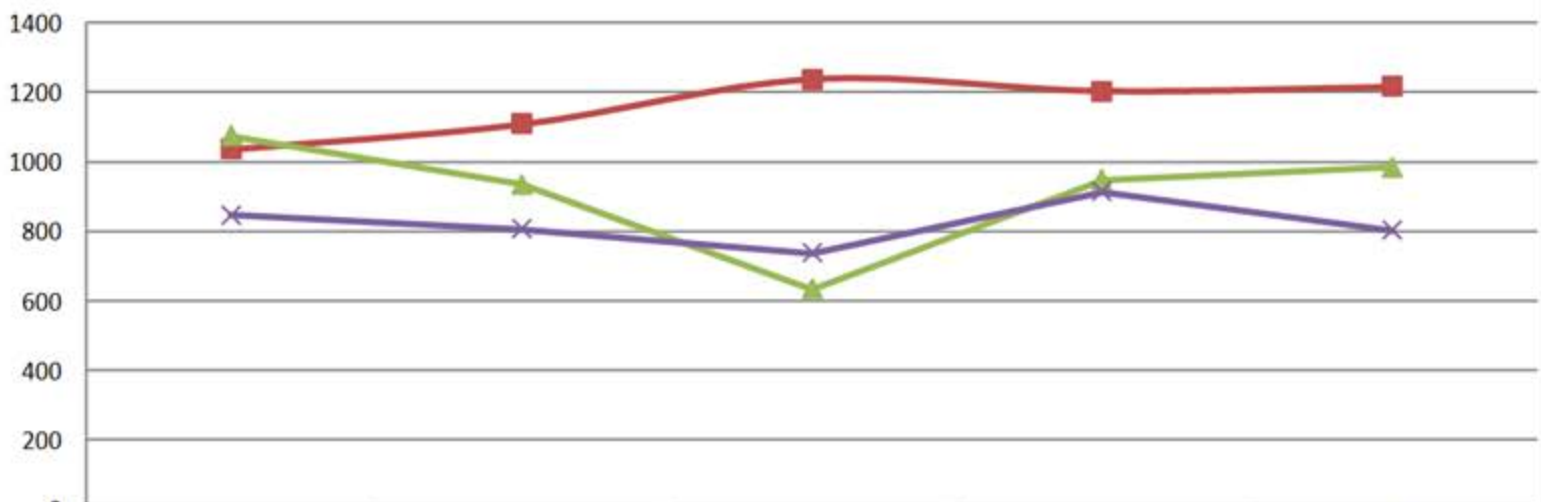
Customer Connect YTD						
Area	Actual Revenue	FY 2019 YTD Target	% to Target	Revenue Rank to Target	Total Leads YTD	Average Rev per Lead
Pacific	\$18,961,890.00	\$ 10,027,397.00	189.1%	1	2,865	\$ 6,618.46
Western	\$12,415,597.00	\$ 7,653,699.00	162.2%	2	4,860	\$ 2,554.65
Capital Metro	\$6,066,845.00	\$ 4,015,342.00	151.1%	3	1,173	\$ 5,172.08
Southern	\$10,458,777.00	\$ 7,548,493.00	138.6%	4	1,519	\$ 6,885.30
Northeast	\$11,395,848.00	\$ 10,273,578.00	110.9%	5	2,522	\$ 4,518.58
Eastern	\$7,866,285.00	\$ 8,267,397.00	95.1%	6	2,744	\$ 2,866.72
Great Lakes	\$4,150,104.00	\$ 5,891,507.00	70.4%	7	1,249	\$ 3,322.74
<b>Grand Total</b>	<b>\$71,315,346.00</b>	<b>\$ 53,677,413.00</b>	<b>132.9%</b>		<b>16,932</b>	<b>\$ 4,211.87</b>

### Leads Trend by Area



	2/03-2/09	2/10-2/16	2/17-2/23	2/24-3/02	3/03-3/09
Capital Metro	42	40	45	68	81
Eastern	218	191	75	165	155
Great Lakes	71	35	53	70	99
Northeast	169	157	104	124	97
Pacific	126	159	108	193	145
Southern	141	89	84	58	69
Western	78	134	268	234	156

### Leads Trend Wk to SPLY



	2/03-2/09	2/10-2/16	2/17-2/23	2/24-3/02	3/03-3/09
FY2017	1036	1108	1237	1203	1215
FY2018	1073	934	632	948	984
FY2019	845	805	737	912	802