

# 24 Month Trending Report

Acct#	Account Name	Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Station	SalesPerson	Year	Percent	
5	9th Street Sub Shop	2012	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	KTST	Michelle Rich	<b>12,000</b>		
5	9th Street Sub Shop	2012	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	KLAQ	Michelle Rich	<b>42,000</b>		
9	Bella Cucina	2012	3,525	3,325	3,550	3,425	3,550	3,425	3,525	3,550	3,450	3,525	3,425	3,550	KRNR	Melissa Garn	<b>41,825</b>		
9	Bella Cucina	2012	4,525	4,325	4,550	4,425	4,550	4,425	4,525	4,550	4,450	4,525	4,425	4,550	KTST	Melissa Garn	<b>53,825</b>		
9	Bella Cucina	2012	3,525	3,325	3,550	3,425	3,550	3,425	3,525	3,550	3,450	3,525	3,425	3,550	KLAQ	Melissa Garn	<b>41,825</b>		
2	Brianna Shea's Photograpl	2012	1,240	1,160	1,240	1,200	1,240	1,200	1,240	1,240	1,200	1,240	1,200	1,240	KRNR	Maria Parker	<b>14,640</b>		
2	Brianna Shea's Photograpl	2012	1,240	1,160	1,240	1,200	1,240	1,200	1,240	1,240	1,200	1,240	1,200	1,240	KTST	Maria Parker	<b>14,640</b>		
2	Brianna Shea's Photograpl	2012	4,740	4,660	4,740	4,700	4,740	4,700	4,740	4,740	4,700	4,740	4,700	4,740	KLAQ	Maria Parker	<b>56,640</b>		
12	Deja Vu	2012	---	---	---	---	---	1,411	1,365	1,411	1,411	1,365	1,411	1,365	1,411	KTST	Meredith Hupp	<b>11,150</b>	
		2013	1,411	1,274	1,411	1,365	1,411	---	---	---	---	---	---	---	---	---	---	<b>6,872</b>	
12	Deja Vu	2012	5,050	4,950	5,050	5,000	5,050	5,000	5,050	5,050	5,000	5,050	5,000	5,050	KLAQ	Meredith Hupp	<b>60,300</b>		
		2013	1,550	1,400	1,550	1,500	---	---	---	---	---	---	---	---	---	---	---	<b>6,000</b>	
6	Heidelberg Restaurant	2012	---	---	---	---	---	832	1,040	832	936	936	832	936	936	KTST	Meredith Hupp	<b>7,280</b>	
		2013	832	832	1,040	832	936	---	---	---	---	---	---	---	---	---	---	<b>4,472</b>	
17	Kendera Subaru	2012	---	---	---	---	---	15	---	---	---	---	---	---	10	KRNR	Meredith Hupp	<b>25</b>	
17	Kendera Subaru	2012	1,000	1,000	1,000	1,000	1,015	1,000	1,000	1,000	1,000	1,000	1,000	1,010	KTST	Meredith Hupp	<b>12,025</b>		
17	Kendera Subaru	2012	---	---	---	---	---	15	---	---	---	---	---	---	10	KLAQ	Meredith Hupp	<b>25</b>	
8	Santa Clarita Jeep Chrysler	2012	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	KTST	Steve Resnick	<b>12,000</b>		
8	Santa Clarita Jeep Chrysler	2012	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	KLAQ	Steve Resnick	<b>42,000</b>		
3	Shakespeare's Pizza	2012	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	KLAQ	Meredith Hupp	<b>42,000</b>		
14	Shooters	2012	1,426	1,334	1,426	1,380	1,426	1,380	1,426	1,426	1,380	1,426	1,380	1,426	KRNR	Meredith Hupp	<b>16,836</b>		
14	Shooters	2012	1,426	1,334	1,426	1,380	3,751	3,630	3,751	3,751	3,630	3,751	3,630	3,751	KTST	Meredith Hupp	<b>35,211</b>		
		2013	2,325	2,100	2,325	2,250	2,325	---	---	---	---	---	---	---	---	---	---	<b>11,325</b>	
14	Shooters	2012	2,378	2,482	2,714	2,556	2,658	2,612	2,630	2,686	2,584	2,630	2,612	2,658	KLAQ	Meredith Hupp	<b>31,200</b>		
		2013	1,232	784	868	840	868	840	868	868	840	868	840	868	---	---	---	<b>10,584</b>	
10	Velda's Drugs	2012	---	---	---	---	---	135	108	135	108	108	135	108	810	KRNR	Michelle Rich	<b>1,647</b>	
		2013	950	---	---	---	---	---	---	---	---	---	---	---	---	---	---	<b>950</b>	
10	Velda's Drugs	2012	---	---	---	---	---	135	108	135	108	108	135	108	810	KTST	Michelle Rich	<b>1,647</b>	
		2013	950	---	---	---	---	---	---	---	---	---	---	---	---	---	---	<b>950</b>	
10	Velda's Drugs	2012	---	---	---	---	---	135	108	135	108	108	135	108	810	KLAQ	Michelle Rich	<b>1,647</b>	
		2013	950	---	---	---	---	---	---	---	---	---	---	---	---	---	---	<b>950</b>	
4	Verizon Wireless	2012	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	KTST	Melissa Garn	<b>12,000</b>		
4	Verizon Wireless	2012	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	KLAQ	Melissa Garn	<b>42,000</b>		
		2013	---	---	---	---	---	---	---	---	---	---	---	---	---	---	---		
<b>Report Totals----&gt;</b>			<b>2012</b>	<b>57,885</b>	<b>56,397</b>	<b>58,152</b>	<b>57,311</b>	<b>63,150</b>	<b>62,230</b>	<b>63,002</b>	<b>63,120</b>	<b>62,173</b>	<b>63,002</b>	<b>62,126</b>	<b>65,264</b>			<b>733,812</b>	
		<b>2013</b>	<b>10,200</b>	<b>6,390</b>	<b>7,194</b>	<b>6,787</b>	<b>5,540</b>	<b>840</b>	<b>868</b>	<b>868</b>	<b>840</b>	<b>868</b>	<b>840</b>	<b>868</b>				<b>42,103</b>	<b>5.74%</b>