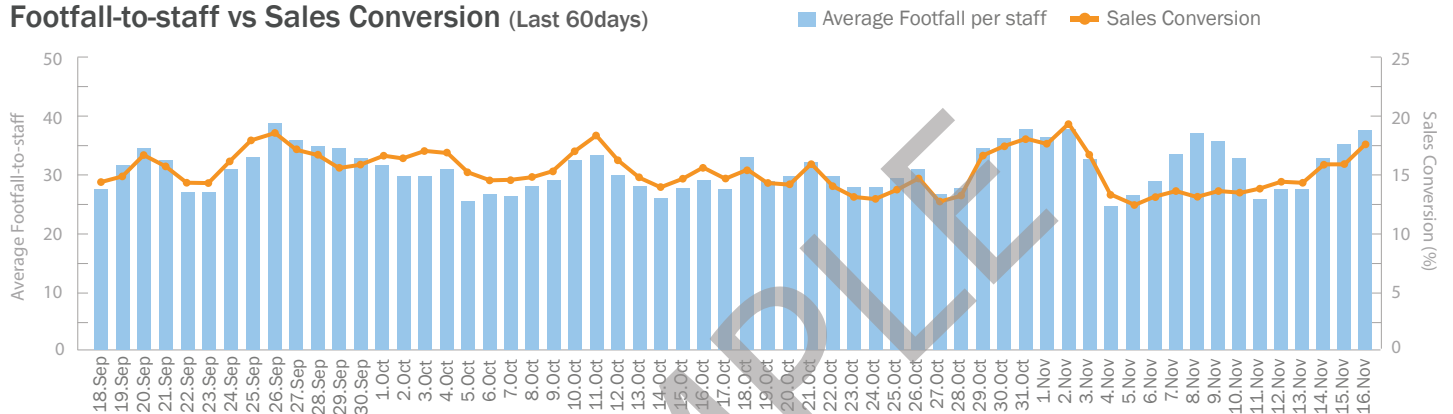




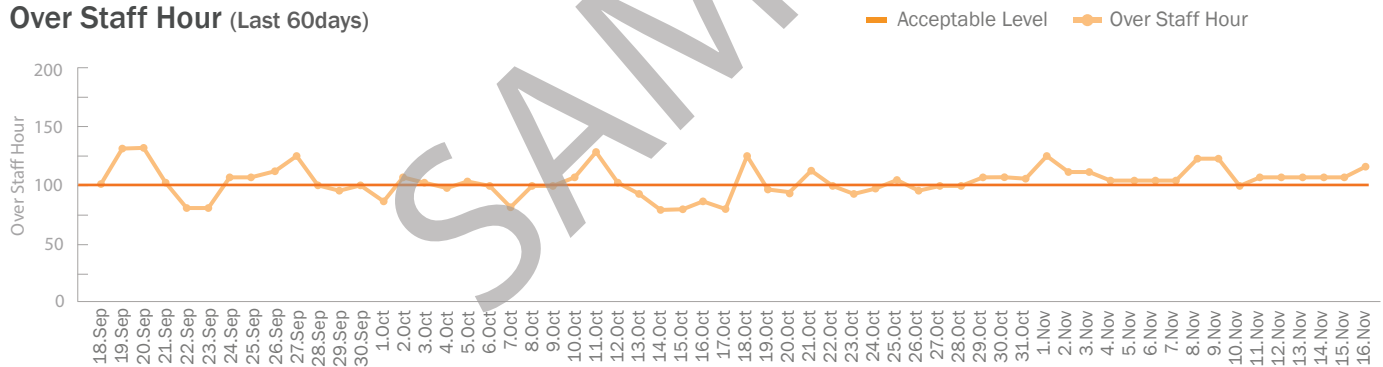
Footfall-to-staff ratio	Sales Conversion Rate	Sales per staff hour	Missed Opportunity	Over Staff Hour
30.6	17 %	\$ 131.59	\$ 36.7k	121 hours
Target 28 + 2.6%	Target 25% - 8%	Target \$200 - \$68.4		

5	12	134	16	3
Severe Missed Opportunity	Missed Opportunity	Well Planned	Over Staffed	Very Over Staffed

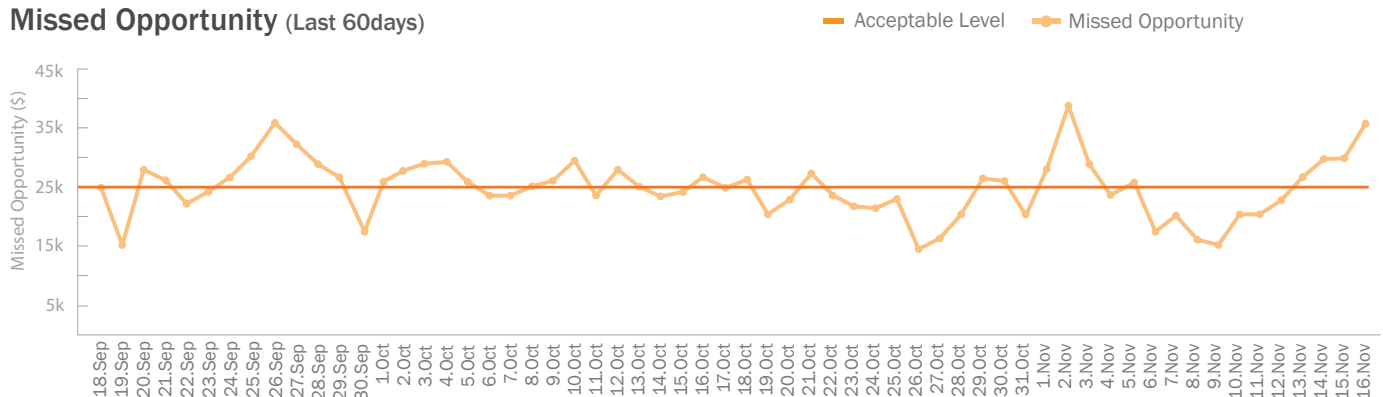
Footfall-to-staff vs Sales Conversion (Last 60days)

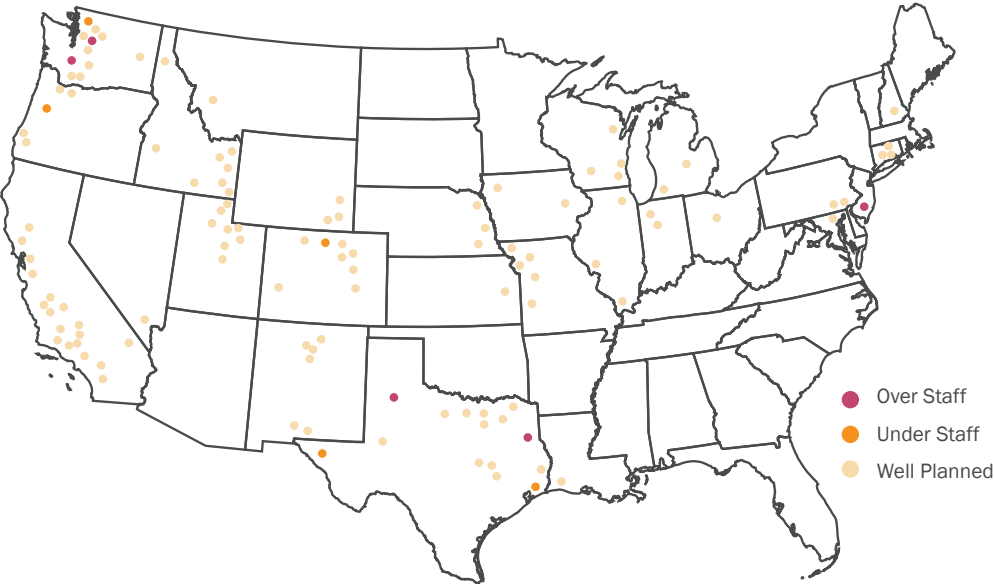


Over Staff Hour (Last 60days)



Missed Opportunity (Last 60days)





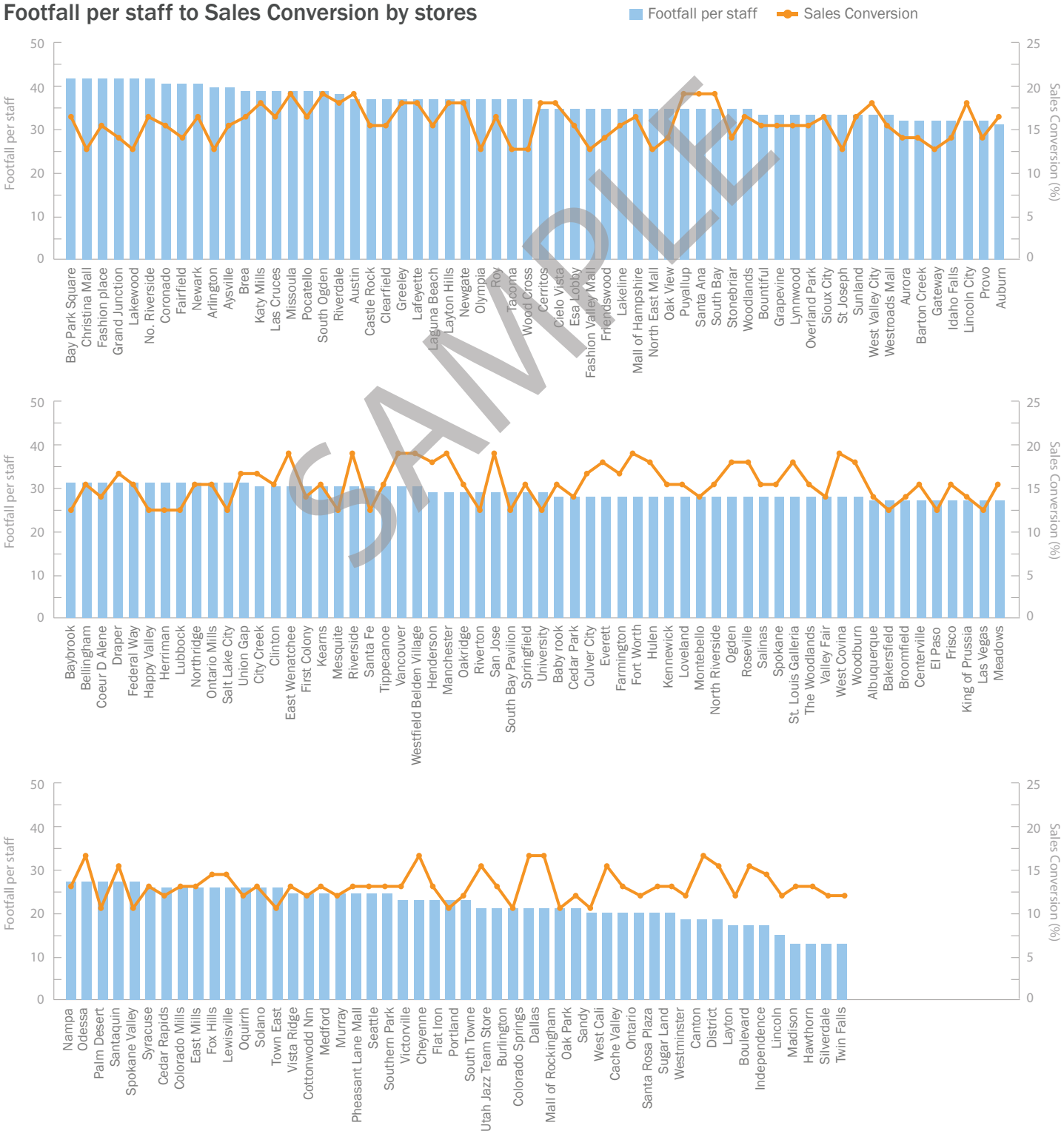
Under Staff Bottom 5 Stores

Store	Hours
Bellingham	12
Cheyenne	8
El Paso	7
First Colony	7
Medford	6

Over Staff Bottom 5 Stores

Store	Hours
Fort Worth	5
Lynnwood	4
Baby rook	3
Odessa	3
Murray	3

Footfall per staff to Sales Conversion by stores



	Branch	Footfall-to-staff ratio	Sales Conversion (%)	Staff Hour	Sales per staff hour (\$)	Missed Opportunity	Over Staff Hour
1	Albuquerque	28	16 (▲1.2)	14	148	340	0
2	Arlington	39	15 (▲0.6)	12	180	252	0
3	Auburn	32	18 (▲1.0)	16	134.7	216	1
4	Aurora	33	16 (▲2.1)	16	131.4	122	0
5	Austin	37	20 (▼0.2)	15	232	215	2
6	Aysville	39	17 (▲0.3)	12	138	135	0
7	Baby rook	29	17 (▼1.5)	17	130.4	223	7
8	Bakersfield	28	15 (▼3.1)	14	148	216	0
9	Barton Creek	33	16 (▲1.0)	12	207.5	263	0
10	Bay Park Square	41	18 (▲1.8)	15	138	252	1
11	Baybrook	32	15 (▼0.6)	15	140	310	0
12	Bellingham	32	17 (▼0.8)	12	98.6	388	5
13	Boulevard	21	19 (▲1.0)	15	232	215	0
14	Bountiful	34	17 (▲0.2)	14	131.4	122	2
15	Brea	39	18 (▲2.5)	12	132.4	340	0
16	Broomfield	28	16 (▼1.1)	19	138	223	0
17	Burlington	24	17 (▲3.1)	12	84.7	206	0
18	Cache Valley	23	19 (▲2.5)	14	128	215	0
19	Canton	22	20 (▲0.8)	18	140	198	0
20	Castle Rock	37	17 (▲1.2)	16	114.6	252	1
21	Cedar Park	29	16 (▲0.2)	19	134.7	135	0
22	Cedar Rapids	27	16 (▲1.1)	14	135	216	0
23	Centerville	28	17 (▲1.0)	13	105.5	122	0
24	Cerritos	35	19 (▲1.2)	20	207.5	290	0
25	Cheyenne	25	20 (▼2.2)	18	137	380	4
26	Christina Mall	41	15 (▲1.1)	18	131.4	206	1
27	Cielo Vista	35	19 (▲1.1)	17	148	263	0
28	City Creek	31	18 (▲2.4)	15	130.4	211	0
29	Clearfield	37	17 (▲1.4)	19	128	198	0
30	Clinton	31	17 (▲2.5)	16	84.7	340	0
31	Coeur D Alene	32	16 (▲2.0)	18	126	215	0
32	Colorado Mills	27	17 (▼1.2)	15	108	206	1
33	Colorado Springs	24	15 (▼0.5)	19	140	153	0
34	Coronado	40	17 (▲2.6)	12	131.4	340	0
35	Cottonwodd Nm	26	16 (▲2.0)	16	119	216	0
36	Culver City	29	18 (▲1.2)	18	132.4	252	0
37	Dallas	24	20 (▼1.2)	13	232	135	0
38	District	22	19 (▲1.1)	14	138	215	0
39	Draper	32	18 (▲0.5)	18	108	290	4
40	East Hills	27	17 (▲1.1)	12	134.7	223	0
41	East Wenatchee	31	20 (▲2.4)	14	98.6	122	0
42	El Paso	28	15 (▼3.0)	20	68	372	3
43	Esa Lobby	35	17 (▲0.2)	17	148	198	0
44	Everett	29	19 (▲1.3)	16	105.5	340	0
45	Fairfield	40	16 (▼0.6)	18	140	310	1
46	Farmington	29	18 (▲2.4)	14	130.4	280	0
47	Fashion place	41	17 (▲2.4)	19	128	252	0
48	Fashion Valley Mall	35	15 (▲3.0)	15	84.7	206	0
49	Federal Way	32	17 (▲3.0)	13	114.6	216	0
50	First Colony	31	16 (▲1.5)	16	134.7	367	3
51	Flat Iron	25	17 (▼0.6)	14	131.4	211	0
52	Fort Worth	29	20 (▲1.9)	20	148	153	12
53	Fox Hills	27	18 (▲2.0)	17	68	122	0
54	Friendswood	35	16 (▲2.3)	12	68	238	0
55	Frisco	28	17 (▼0.4)	20	140	135	0
56	Gateway	33	15 (▲1.1)	13	138	223	0
57	Grand Junction	41	16 (▲0.3)	19	207.5	216	4

58	Grapevine	34	17 (▲1.1)	16	130.4	252	0
59	Greeley	37	19 (▼0.3)	13	132.4	215	0
60	Happy Valley	32	15 (▲1.5)	17	84.7	206	0
61	Hawthorn	16	17 (▲0.3)	12	105.5	198	0
62	Henderson	30	19 (▼1.4)	13	232	153	1
63	Herriman	32	15 (▲2.5)	18	98.6	258	0
64	Hulen	29	19 (▲0.4)	14	131.4	215	0
65	Idaho Falls	33	16 (▲0.8)	17	134.7	263	4
66	Independence	21	18 (▲2.5)	20	148	153	0
67	Katy Mills	39	19 (▲0.8)	15	180	206	0
68	Kearns	31	17 (▲1.2)	12	135	186	0
69	Kennewick	29	17 (▲0.2)	20	108	252	0
70	King of Prussia	28	16 (▲1.1)	20	140	238	0
71	Lafayette	37	19 (▲1.0)	15	138	122	0
72	Laguna Beach	37	17 (▲1.2)	13	128	310	0
73	Lakeline	35	17 (▼2.2)	16	114.6	216	1
74	Lakewood	41	15 (▲1.1)	19	131.4	223	0
75	Las Cruces	39	18 (▲1.1)	12	134.7	198	0
76	Las Vegas	28	15 (▲2.4)	18	105.5	153	0
77	Layton	22	16 (▲1.4)	20	148	340	0
78	Layton Hills	37	19 (▲2.5)	18	137	215	0
79	Lewisville	27	18 (▲2.0)	13	142.3	135	0
80	Lincoln	21	16 (▼1.2)	17	68	258	0
81	Lincoln City	33	19 (▼0.5)	18	138	252	0
82	Loveland	29	17 (▲2.6)	14	130.4	206	0
83	Lubbock	32	15 (▲2.0)	13	119	186	0
84	Lynnwood	34	17 (▲1.2)	20	132.4	198	8
85	Madison	18	17 (▼1.2)	15	140	216	0
86	Mall of Hampshire	35	18 (▲1.1)	20	128	238	0
87	Mall of Rockingham	24	20 (▲0.5)	17	148	211	1
88	Manchester	30	20 (▲1.1)	12	84.7	153	0
89	Meadows	28	17 (▲2.4)	18	105.5	122	0
90	Medford	26	17 (▼3.0)	19	98.6	328	3
91	Mesquite	31	15 (▲0.2)	16	131.4	206	0
92	Missoula	39	20 (▲1.3)	16	108	215	0
93	Montebello	29	16 (▼0.6)	17	134.7	223	0
94	Murray	26	16 (▲2.4)	16	126	216	6
95	Murray	28	17 (▲2.4)	14	114.6	135	0
96	Newark	40	18 (▼0.5)	12	135	258	0
97	Newgate	37	19 (▲2.6)	15	138	206	0
98	No. Riverside	41	18 (▲2.0)	20	207.5	122	0
99	North East Mall	35	15 (▲1.2)	18	132.4	186	2
100	North Riverside	29	17 (▼1.2)	14	84.7	186	0
101	Northridge	32	17 (▲1.1)	17	140	252	0
102	Oak Park	24	15 (▲0.5)	16	176	122	3
103	Oak View	35	16 (▲1.1)	15	131.4	216	0
104	Oakridge	30	17 (▲1.2)	13	134.7	263	0
105	Odessa	28	20 (▲1.2)	16	119	215	7
106	Ogden	29	19 (▲0.6)	14	232	238	0
107	Olympia	37	15 (▲1.0)	17	132.4	122	0
108	Ontario	23	17 (▲2.1)	16	138	258	0
109	Ontario Mills	32	17 (▼0.2)	18	105.5	135	0
110	Oquirrh	27	16 (▲0.3)	17	98.6	310	1
111	Overland Park	34	17 (▼1.5)	17	148	186	0
112	Palm Desert	28	15 (▼3.1)	20	84.7	211	0
113	Pheasant Lane Mall	26	17 (▲1.0)	15	176	206	0
114	Pocatello	39	18 (▲1.8)	18	68	198	2
115	Portland	25	15 (▼0.6)	14	131.4	216	0

116	Provo	33	16 (▲1.8)	13	128	223	0
117	Puyallup	35	20 (▲1.0)	15	140	122	0
118	Riverdale	38	19 (▲0.2)	17	132.4	186	0
119	Riverside	31	20 (▲2.5)	20	142.3	258	0
120	Riverton	30	15 (▼1.1)	16	148	122	5
121	Roseville	29	19 (▲3.1)	14	135	252	0
122	Roy	37	18 (▲2.5)	13	131.4	290	0
123	Salinas	29	17 (▲0.8)	19	180	216	0
124	Salt Lake City	32	15 (▲1.2)	18	105.5	215	0
125	San Jose	30	20 (▲0.2)	13	138	280	0
126	Sandy	24	16 (▲1.1)	12	134.7	238	0
127	Santa Ana	35	20 (▼1.4)	14	119	215	0
128	Santa Fe	31	15 (▲2.5)	17	128	122	0
129	Santa Rosa Plaza	23	16 (▲0.4)	18	84.7	211	0
130	Santaquin	28	19 (▲0.8)	19	130.4	135	2
131	Seattle	26	17 (▲2.5)	17	148	122	0
132	Silverdale	16	16 (▲0.8)	20	68	186	0
133	Sioux City	34	18 (▲1.2)	20	140	216	0
134	Solano	27	17 (▲0.2)	13	176	215	0
135	South Bay	35	20 (▲1.1)	19	132.4	258	3
136	South Bay Pavilion	30	15 (▲1.0)	16	131.4	186	0
137	South Ogden	39	20 (▲1.2)	14	98.6	206	0
138	South Towne	25	16 (▼2.2)	13	138	186	0
139	Southern Park	26	17 (▲1.1)	17	135	198	0
140	Spokane	29	17 (▲1.1)	12	114.6	211	0
141	Spokane Valley	28	15 (▲2.4)	15	68	153	0
142	Springfield	30	17 (▲1.4)	17	148	186	0
143	St Joseph	34	15 (▲2.5)	15	126	153	2
144	St. Louis Galleria	29	19 (▲2.0)	19	138	238	0
145	Stonebriar	35	16 (▼1.2)	18	142.3	215	0
146	Sugar Land	23	17 (▼0.5)	14	176	206	0
147	Sunland	34	18 (▲2.6)	13	134.7	198	0
148	Syracuse	28	17 (▲2.0)	12	119	186	0
149	Tacoma	37	15 (▲1.2)	13	84.7	258	0
150	The Woodlands	29	17 (▼1.2)	16	132.4	186	0
151	Tippecanoe	31	17 (▲1.1)	20	138	211	0
152	Town East	27	15 (▲0.5)	19	128	211	0
153	Twin Falls	16	16 (▲1.1)	13	119	238	4
154	Tyler	23	17 (▲2.4)	20	137	215	0
155	Union Gap	32	18 (▼3.0)	12	98.6	252	0
156	University	30	15 (▲0.2)	19	131.4	258	5
157	Utah Jazz Team Store	25	19 (▲1.1)	16	140	216	2
158	Valley Fair	29	16 (▲0.5)	15	135	206	0
159	Vancouver	31	20 (▲1.1)	13	176	153	0
160	Victorville	26	17 (▲2.4)	14	134.7	186	2
161	Vista Ridge	27	17 (▼3.0)	17	126	198	0
162	West Cali	24	15 (▲0.2)	15	105.5	215	0
163	West Covina	29	20 (▲1.3)	17	84.7	186	0
164	West Valley City	34	19 (▲0.6)	12	98.6	135	0
165	Westfield Belden Village	31	20 (▲0.5)	14	138	258	0
166	Westminster	23	16 (▲1.1)	17	132.4	238	0
167	Westroads Mall	34	17 (▲1.1)	15	128	211	0
168	Wood Cross	37	15 (▲1.2)	12	119	215	5
169	Woodburn	29	19 (▲1.1)	19	176	206	0
170	Woodlands	35	18 (▲0.3)	16	142.3	198	0