



Scorecard by Region NORTH AMERICA

Currency: USD Units: EA
Period: 1 Year: 2014

	YTD			Total Year			Contribution %		Quantity	
	Shipped	Last Year	Budget	LY Var	Budg Var	Open	TY	LY	TY	LY
Year	26,559,440	23,737,539	2,185,629	2,821,901	24,373,811	120,337,445	456,776,271	475,953,362	2,574,659	2,269,915
Coverage	111.9%						32.2%	30.9%	SO	46.7
Revenue										
Product Mix	Shipped			Last Year			Contribution %		Quantity	
	Shipped	Open	Total	Open	Total	Budget	TY	LY	TY	LY
Headwear	22,136,892	97,994,126	120,131,017	20,620,585	18,213,825	1,516,307	45.0	46.7	2,078,339	1,927,612
Apparel	4,389,700	22,305,817	26,695,517	3,140,558	4,389,018	682	54.6	26.0	492,573	339,686
Accessories	32,849	37,502	70,351	-23,604	25,430	7,419	-1.5	143.4	3,747	2,617
License	Shipped			Last Year			Contribution %		Quantity	
	Shipped	Open	Total	Open	Total	Budget	TY	LY	TY	LY
MLB PROPERTIES	13,171,219	66,501,986	79,673,205	11,074,069	11,448,015	1,723,205	46.2	40.5	1,292,536	1,019,639
NFL PROPERTIES	7,721,786	24,246,941	31,968,727	7,166,715	5,651,052	2,070,734	47.5	47.8	631,460	525,606
NBA PROPERTIES	2,083,089	10,825,892	12,908,981	1,324,530	1,383,416	699,673	49.2	50.9	173,782	106,842
NHL PROPERTIES	530,952	1,503,430	2,034,383	309,930	599,500	-68,548	55.1	45.3	46,559	29,038
NEW ERA BRANDED	65,751	485,521	551,273	13,384	175,932	-110,181	55.6	-97.7	5,394	6,219
ALL	0	0	0	0	3,370,357	0	0.0	0.0	0	0
Others	2,986,642	13,500	3,000,142	23,737,539	-20,750,897	2,986,642	40.44	43.85	424,928	2,269,915
Customer Segment	Shipped			Last Year			Contribution %		Quantity	
	Shipped	Open	Total	Open	Total	Budget	TY	LY	TY	LY
TASTEMAKER	382,900	522,282	905,183	279,829	141,783	241,117	56.0	54.3	27,838	22,526
GOLDSTAR	1,181,844	3,250,289	4,432,133	1,529,275	828,341	353,503	51.7	50.1	83,867	108,297
FASHION REG & IND	5,330,313	12,252,124	17,582,437	4,454,296	3,615,721	1,714,593	42.2	43.8	497,706	377,547
NATIONAL KEY ACCOUNTS	3,078,394	37,747,041	40,825,435	1,849,172	3,874,287	-795,893	48.1	39.2	262,444	160,284
SPORTING GOODS	2,089,587	11,718,964	13,808,550	2,187,018	1,594,182	495,405	52.2	47.0	154,855	170,554
FAN SPECIALITY	6,250,015	21,063,962	27,313,977	4,803,636	3,136,513	3,113,502	51.7	45.8	508,017	397,335
CONCESSIONAIRE & STADIUM	3,848,298	17,396,384	21,244,681	3,614,901	2,565,888	1,282,409	51.2	42.2	343,506	341,336
CLUB/MASS/DISCOUNT	1,440,157	6,662,814	8,102,971	1,471,200	2,022,767	-582,610	25.5	31.8	150,864	146,946
OTHERS	2,957,932	9,723,585	12,681,517	3,548,212	4,848,791	-1,890,859	34.9	45.0	545,562	545,090

Are these the same?
Can be put together?

Customer	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
LIDS INC	2,412,948	27,432,955	29,845,903	1,247,063	2,857,358	1,165,886	-444,410	47.6	38.4		205,895	111,061	12,419,056
FANATICS INC	2,234,367	4,382,134	6,616,502	838,398	965,812	1,395,969	1,268,555	44.9	45.1	695.2	194,328	71,785	1,472,774
TARGET CORPORATION	1,039,880	2,127,643	3,167,522	585,722	557,068	454,158	482,811	26.6	24.8	214.2	108,810	58,206	437,853
TWEEN BRANDS SERVICE CO	802,291	2,002,177	2,804,467	790,194	775,241	12,096	27,050	14.6	9.0	213.9	127,271	119,063	1,091,888
THE SPORTS AUTHORITY	649,249	1,980,696	2,609,945	372,048	294,422	277,201	354,827	35.5	51.5	673.7	43,706	29,255	392,493
THE GAP INC.	641,037	1,262,670	1,903,706	0	98,954	641,037	542,083	25.2	0.0	549.7	91,786	0	306,900
DICKS CLOTHING AND SPTG	498,421	3,359,100	3,857,521	276,416	405,817	222,006	92,604	53.3	46.0	810.5	31,655	17,919	654,619
FOOT LOCKER INC	428,823	3,672,699	4,101,521	-17,946	59,198	446,768	369,625	49.5	85.5		34,937	29	892,742
FANZZ	205,897	1,168,813	1,374,710	143,815	126,386	62,082	79,511	51.3	45.8	932.0	15,579	10,218	418,663
LEVTRAN ENTERPRISES INC	184,281	363,629	547,909	116,932	126,939	67,348	57,341	51.5	49.6		13,716	8,907	188,469
AMAZON COM INC	169,092	351,584	520,676	126,610	205,360	42,482	-36,268	48.9	2.5		14,881	18,266	379,154
CHAMPS DIVISION	149,341	2,124,540	2,273,882	320,032	281,710	-170,691	-132,369	50.6	50.0		12,412	23,674	1,041,717
FGL Sports Ltd.	129,037	97,749	226,786	71,325	76,690	57,713	52,347	53.3	53.2	548.3	9,691	4,800	52,976
HAT CLUB LLC	122,799	407,545	530,345	296,030	138,464	-173,231	-15,665	54.7	48.4		8,459	20,953	221,169
MEIJER	49,440	1,024,968	1,074,408	19,800	191,216	29,640	-141,776	28.3	40.9	202.5	5,670	2,400	139,608
HATWORLD DIV OF GCO	46,587	2,135,842	2,182,430	136,123	293,330	-89,535	-246,742	48.3	19.2		5,430	13,502	583,831
SNEAKER VILLA INC	31,317	276,713	308,030	96,707	78,684	-65,390	-47,367	53.8	52.5		1,956	7,265	145,026
JERSEY CITY CANADA	26,051	673,202	699,253	40,842	87,984	-14,791	-61,933	52.3	47.8		2,082	2,865	124,629
WALMART	25,583	2,103,591	2,129,174	317,440	492,015	-291,857	-466,433	24.5	40.4	202.1	2,772	29,760	345,076
HENRY MODELL AND	21,564	801,116	822,679	191,205	145,458	-169,641	-123,895	71.1	50.9		1,472	13,095	333,611
FOOT LOCKER CANADA INC	16,465	461,024	477,489	0	22,268	16,465	-5,803	53.1	0.0		1,392	0	169,264
HIBBETT SPORTS	10,759	835,710	846,469	123,252	93,959	-112,493	-83,200	54.3	42.4		699	8,969	276,588
KWART MANAGEMENT	7,146	1,124,941	1,132,087	377,454	426,420	-370,308	-419,273	22.3	34.6	90.4	630	38,940	162,170
TORONTO BLUE JAYS	6,492	918,651	925,143	332,697	176,341	-326,204	-169,849	39.6	35.2	442.2	272	40,892	102,905
OLYMPIA SPORTS	0	720,471	720,471	49,439	59,304	-49,439	-59,304	51.6	53.2	844.9	0	3,321	115,302
RIVER CITY SPORTS INC	0	36,034	36,034	6,439	9,069	-6,439	-9,069	51.9	52.5		0	397	14,495
ACADEMY	-2,386	1,021,033	1,018,646	134,030	86,164	-136,416	-88,550	69.7	39.7		48	12,048	221,184
Others	16,652,960	381,044	17,034,004	23,737,539	13,496,640	-7,084,578	3,156,320	43.60	0.00	42.89	1,639,110	2,269,915	1,352,040

Silhouette	Shipped	Open	Total	Last Year	Budget	LY Var	Budg Var	TY	LY	Budget	TY	LY	Budget
5950	9,241,870	43,741,118	52,982,988	9,314,813	7,205,754	-72,943	2,036,117	49.1	50.1		723,202	660,304	15,368,104
3930	5,013,076	16,573,594	21,586,669	4,501,805	5,457,800	511,271	-444,724	40.7	46.6	596.4	481,920	423,023	8,119,310
950	3,909,179	17,855,231	21,764,410	3,050,993	3,187,014	858,186	722,165	46.3	46.5		369,957	314,186	8,727,883
KNIT TOPS	3,533,182	18,662,197	22,195,379	2,327,139	3,705,937	1,206,043	-172,755	52.2	28.3	300.7	410,540	253,100	3,626,216
KNITS	1,009,187	3,235,116	4,244,303	491,287	1,102,144	517,900	-92,957	42.5	44.5		120,854	64,291	3,917,444
WOVEN BOTTOMS	486,054	979,913	1,465,967	453,825	105,562	32,230	380,492	27.5	24.8	442.8	64,865	51,183	242,966
Traditional EK	266,183	926,199	1,192,382	51,721	11,309	214,462	254,875	39.2	35.0		28,338	6,641	162,449
FLEECE	262,994	2,029,352	2,292,345	232,901	207,480	30,093	55,514	84.6	19.2	595.5	12,158	15,646	271,651
OUTERWEAR	107,433	623,059	730,492	132,058	105,000	-24,625	2,433	86.5	5.8	27.1	5,006	19,606	26,500
BAGS	17,539	10,881	28,420	4,247	1,840	13,292	15,699	-65.4	43.6		1,754	94	31,758
BELT	2,069	6,084	8,153	-27,735	8,897	29,805	-6,828	44.0	98.1		321	39	59,772
All Other Accessories	0	0	0	0	14,693	0	-14,693	0.0	0.0	724.5	0	0	172,283
All Other Apparel Silhouette	0	0	0	0	83,364	0	-83,364	0.0	0.0	578.2	0	0	96,186
All Other Headwear	0	0	0	0	1,249,804	0	-1,249,804	0.0	0.0	576.4	0	0	2,837,554
KNIT BOTTOMS	0	5,691	5,691	-5,422	181,675	5,422	-181,675	99.8	118.8	57.5	0	143	127,536
Others	2,710,673	18,832	2,729,505	23,737,539	0	-21,026,865	2,710,673	413.47	43.85	0.00	355,744	2,269,915	41,601,984

Can we split others group
to align with the plan Head.
for All others Access, App, Head.