

ALABAMA	2017	2018	2019	2020	2021
Alabama Annual Sales Goals	675,062	688,818	702,573	716,328	730,083
Potential Revenue from Goal	\$9,951,665	\$10,154,443	\$10,357,220	\$10,559,998	\$10,762,776
ALASKA	2017	2018	2019	2020	2021
Alaska Annual Sales Goals	453,716	480,601	507,486	534,371	561,256
Potential Revenue from Goal	\$19,050,822	\$20,179,682	\$21,308,543	\$22,437,404	\$23,566,264
ARIZONA	2017	2018	2019	2020	2021
Arizona Annual Sales Goals	384,396	411,510	438,623	465,736	492,849
Potential Revenue from Goal	\$10,939,133	\$11,710,721	\$12,482,309	\$13,253,897	\$14,025,485
ARKANSAS	2017	2018	2019	2020	2021
Arkansas Annual Sales Goals	579,633	631,136	682,638	734,140	785,642
Potential Revenue from Goal	\$8,802,966	\$9,585,138	\$10,367,310	\$11,149,482	\$11,931,654
CALIFORNIA	2017	2018	2019	2020	2021
California Annual Sales Goals	1,770,799	1,888,756	2,006,712	2,124,668	2,242,625
Potential Revenue from Goal	\$69,243,078	\$73,855,492	\$78,467,907	\$83,080,321	\$87,692,735
COLORADO	2017	2018	2019	2020	2021
Colorado Annual Sales Goals	701,462	735,597	769,732	803,868	838,003
Potential Revenue from Goal	\$15,997,564	\$16,776,051	\$17,554,538	\$18,333,025	\$19,111,511
CONNECTICUT	2017	2018	2019	2020	2021
Connecticut Annual Sales Goals	166,094	173,549	181,003	188,458	195,913
Potential Revenue from Goal	\$4,502,502	\$4,704,587	\$4,906,672	\$5,108,757	\$5,310,842
DELAWARE	2017	2018	2019	2020	2021
Delaware Annual Sales Goals	96,402	99,280	102,158	105,035	107,913
Potential Revenue from Goal	\$1,627,531	\$1,676,117	\$1,724,703	\$1,773,289	\$1,821,875
FLORIDA	2017	2018	2019	2020	2021
Florida Annual Sales Goals	1,498,811	1,562,506	1,626,202	1,689,897	1,753,593
Potential Revenue from Goal	\$38,787,635	\$40,436,009	\$42,084,383	\$43,732,757	\$45,381,131
GEORGIA	2017	2018	2019	2020	2021
Georgia Annual Sales Goals	720,858	745,944	771,031	796,117	821,203
Potential Revenue from Goal	\$10,495,878	\$10,861,140	\$11,226,401	\$11,591,663	\$11,956,925
HAWAII	2017	2018	2019	2020	2021
Hawaii Annual Sales Goals	4,833	5,239	5,646	6,052	6,458
Potential Revenue from Goal	\$27,064	\$29,338	\$31,613	\$33,888	\$36,162
IDAHO	2017	2018	2019	2020	2021
Idaho Annual Sales Goals	480,096	495,217	510,339	525,460	540,582
Potential Revenue from Goal	\$11,627,684	\$11,993,921	\$12,360,157	\$12,726,394	\$13,092,631
ILLINOIS	2017	2018	2019	2020	2021
Illinois Annual Sales Goals	739,908	783,160	826,412	869,664	912,916
Potential Revenue from Goal	\$9,347,438	\$9,893,852	\$10,440,266	\$10,986,680	\$11,533,094
INDIANA	2017	2018	2019	2020	2021
Indiana Annual Sales Goals	502,050	526,420	550,790	575,160	599,531
Potential Revenue from Goal	\$8,500,956	\$8,913,603	\$9,326,249	\$9,738,896	\$10,151,542
IOWA	2017	2018	2019	2020	2021
Iowa Annual Sales Goals	378,897	409,877	440,857	471,837	502,817
Potential Revenue from Goal	\$8,127,506	\$8,792,039	\$9,456,572	\$10,121,105	\$10,785,637
KANSAS	2017	2018	2019	2020	2021
Kansas Annual Sales Goals	290,107	300,184	310,262	320,339	330,417
Potential Revenue from Goal	\$5,042,359	\$5,217,517	\$5,392,675	\$5,567,833	\$5,742,991
KENTUCKY	2017	2018	2019	2020	2021

Kentucky Annual Sales Goals	609,433	637,997	666,561	695,125	723,689
Potential Revenue from Goal	\$10,426,077	\$10,914,746	\$11,403,415	\$11,892,084	\$12,380,753
LOUISIANA	2017	2018	2019	2020	2021
Louisiana Annual Sales Goals	779,274	798,464	817,653	836,843	856,033
Potential Revenue from Goal	\$11,463,197	\$11,745,482	\$12,027,766	\$12,310,050	\$12,592,335
MAINE	2017	2018	2019	2020	2021
Maine Annual Sales Goals	279,142	295,582	312,022	328,462	344,902
Potential Revenue from Goal	\$8,149,123	\$8,629,064	\$9,109,004	\$9,588,944	\$10,068,884
MARYLAND	2017	2018	2019	2020	2021
Maryland Annual Sales Goals	309,872	323,411	336,949	350,488	364,026
Potential Revenue from Goal	\$8,683,408	\$9,062,791	\$9,442,173	\$9,821,556	\$10,200,939
MASSACHUSETTS	2017	2018	2019	2020	2021
Massachusetts Annual Sales Goals	177,720	187,865	198,010	208,156	218,301
Potential Revenue from Goal	\$4,753,091	\$5,024,420	\$5,295,750	\$5,567,079	\$5,838,409
MICHIGAN	2017	2018	2019	2020	2021
Michigan Annual Sales Goals	1,208,523	1,268,177	1,327,831	1,387,485	1,447,139
Potential Revenue from Goal	\$23,689,577	\$24,858,918	\$26,028,260	\$27,197,601	\$28,366,943
MINNESOTA	2017	2018	2019	2020	2021
Minnesota Annual Sales Goals	1,509,574	1,595,646	1,681,718	1,767,790	1,853,863
Potential Revenue from Goal	\$34,113,998	\$36,059,092	\$38,004,186	\$39,949,280	\$41,894,374
MISSISSIPPI	2017	2018	2019	2020	2021
Mississippi Annual Sales Goals	365,958	388,118	410,278	432,438	454,598
Potential Revenue from Goal	\$5,408,969	\$5,736,502	\$6,064,034	\$6,391,567	\$6,719,099
MISSOURI	2017	2018	2019	2020	2021
Missouri Annual Sales Goals	843,590	890,487	937,385	984,282	1,031,180
Potential Revenue from Goal	\$13,539,129	\$14,291,807	\$15,044,486	\$15,797,164	\$16,549,843
MONTANA	2017	2018	2019	2020	2021
Montana Annual Sales Goals	438,444	452,000	465,557	479,113	492,669
Potential Revenue from Goal	\$12,715,489	\$13,108,639	\$13,501,788	\$13,894,937	\$14,288,087
NEBRASKA	2017	2018	2019	2020	2021
Nebraska Annual Sales Goals	226,049	232,796	239,542	246,289	253,035
Potential Revenue from Goal	\$6,007,422	\$6,186,714	\$6,366,006	\$6,545,298	\$6,724,590
NEVADA	2017	2018	2019	2020	2021
Nevada Annual Sales Goals	124,825	131,413	138,000	144,587	151,175
Potential Revenue from Goal	\$3,784,055	\$3,983,749	\$4,183,444	\$4,383,138	\$4,582,832
NEW HAMPSHIRE	2017	2018	2019	2020	2021
New Hampshire Annual Sales Goals	162,358	168,038	173,718	179,398	185,078
Potential Revenue from Goal	\$5,579,313	\$5,774,502	\$5,969,692	\$6,164,882	\$6,360,072
NEW JERSEY	2017	2018	2019	2020	2021
New Jersey Annual Sales Goals	183,250	191,162	199,075	206,987	214,899
Potential Revenue from Goal	\$5,274,219	\$5,501,944	\$5,729,668	\$5,957,393	\$6,185,118
NEW MEXICO	2017	2018	2019	2020	2021
New Mexico Annual Sales Goals	213,901	223,886	233,870	243,854	253,839
Potential Revenue from Goal	\$5,921,062	\$6,197,442	\$6,473,822	\$6,750,202	\$7,026,582
NEW YORK	2017	2018	2019	2020	2021
New York Annual Sales Goals	972,296	1,038,046	1,103,797	1,169,548	1,235,299
Potential Revenue from Goal	\$16,822,183	\$17,959,770	\$19,097,357	\$20,234,944	\$21,372,530
NORTH CAROLINA	2017	2018	2019	2020	2021
North Carolina Annual Sales Goals	1,299,212	1,302,383	1,305,554	1,308,725	1,311,896

Potential Revenue from Goal	\$18,296,400	\$18,341,056	\$18,385,712	\$18,430,368	\$18,475,024
NORTH DAKOTA	2017	2018	2019	2020	2021
North Dakota Annual Sales Goals	213,573	215,195	216,818	218,441	220,063
Potential Revenue from Goal	\$2,841,204	\$2,862,791	\$2,884,378	\$2,905,965	\$2,927,552
OHIO	2017	2018	2019	2020	2021
Ohio Annual Sales Goals	863,169	906,458	949,747	993,036	1,036,325
Potential Revenue from Goal	\$16,260,579	\$17,076,066	\$17,891,554	\$18,707,041	\$19,522,528
OKLAHOMA	2017	2018	2019	2020	2021
Oklahoma Annual Sales Goals	721,505	749,304	777,103	804,901	832,700
Potential Revenue from Goal	\$9,012,493	\$9,359,735	\$9,706,977	\$10,054,219	\$10,401,461
OREGON	2017	2018	2019	2020	2021
Oregon Annual Sales Goals	664,912	699,123	733,335	767,546	801,757
Potential Revenue from Goal	\$25,642,253	\$26,961,605	\$28,280,956	\$29,600,308	\$30,919,660
PENNSYLVANIA	2017	2018	2019	2020	2021
Pennsylvania Annual Sales Goals	1,082,484	1,122,317	1,162,151	1,201,984	1,241,817
Potential Revenue from Goal	\$25,949,302	\$26,904,183	\$27,859,065	\$28,813,946	\$29,768,828
RHODE ISLAND	2017	2018	2019	2020	2021
Rhode Island Annual Sales Goals	63,558	66,529	69,501	72,472	75,444
Potential Revenue from Goal	\$734,629	\$768,976	\$803,323	\$837,670	\$872,017
SOUTH CAROLINA	2017	2018	2019	2020	2021
South Carolina Annual Sales Goals	593,908	613,034	632,159	651,285	670,410
Potential Revenue from Goal	\$6,878,161	\$7,099,656	\$7,321,152	\$7,542,647	\$7,764,142
SOUTH DAKOTA	2017	2018	2019	2020	2021
South Dakota Annual Sales Goals	228,574	233,314	238,054	242,794	247,534
Potential Revenue from Goal	\$6,196,535	\$6,325,034	\$6,453,534	\$6,582,034	\$6,710,534
TENNESSEE	2017	2018	2019	2020	2021
Tennessee Annual Sales Goals	983,965	1,024,968	1,065,972	1,106,975	1,147,978
Potential Revenue from Goal	\$17,429,461	\$18,155,770	\$18,882,080	\$19,608,389	\$20,334,699
TEXAS	2017	2018	2019	2020	2021
Texas Annual Sales Goals	1,773,570	1,836,084	1,898,597	1,961,111	2,023,624
Potential Revenue from Goal	\$57,949,070	\$59,991,612	\$62,034,154	\$64,076,696	\$66,119,238
UTAH	2017	2018	2019	2020	2021
Utah Annual Sales Goals	489,380	504,913	520,445	535,978	551,510
Potential Revenue from Goal	\$10,543,636	\$10,878,281	\$11,212,925	\$11,547,569	\$11,882,213
VERMONT	2017	2018	2019	2020	2021
Vermont Annual Sales Goals	126,981	134,211	141,440	148,669	155,899
Potential Revenue from Goal	\$3,465,803	\$3,663,119	\$3,860,436	\$4,057,753	\$4,255,069
VIRGINIA	2017	2018	2019	2020	2021
Virginia Annual Sales Goals	590,067	630,817	671,568	712,318	753,068
Potential Revenue from Goal	\$34,903,809	\$37,314,274	\$39,724,740	\$42,135,206	\$44,545,672
WASHINGTON	2017	2018	2019	2020	2021
Washington Annual Sales Goals	726,280	758,775	791,269	823,763	856,258
Potential Revenue from Goal	\$31,650,031	\$33,066,078	\$34,482,126	\$35,898,174	\$37,314,222
WEST VIRGINIA	2017	2018	2019	2020	2021
West Virginia Annual Sales Goals	275,195	288,768	302,342	315,915	329,488
Potential Revenue from Goal	\$6,281,885	\$6,591,721	\$6,901,558	\$7,211,394	\$7,521,230
WISCONSIN	2017	2018	2019	2020	2021
Wisconsin Annual Sales Goals	1,469,353	1,539,383	1,609,412	1,679,442	1,749,472
Potential Revenue from Goal	\$31,482,246	\$32,982,699	\$34,483,153	\$35,983,607	\$37,484,061

WYOMING	2017	2018	2019	2020	2021
Wyoming Annual Sales Goals	247,610	260,538	273,466	286,394	299,322
Potential Revenue from Goal	\$6,662,409	\$7,010,262	\$7,358,115	\$7,705,968	\$8,053,821
TOTAL	2017	2018	2019	2020	2021
Total Annual Sales Goals	30,260,633	31,646,997	33,033,362	34,419,726	35,806,091
Potential Revenue from Goal	\$720,581,996	\$755,168,151	\$789,754,306	\$824,340,460	\$858,926,615