

EyeMed provides GVS - Unite Here Local 25 the following utilization reports for your review and to allow us to proactively manage your plan together.

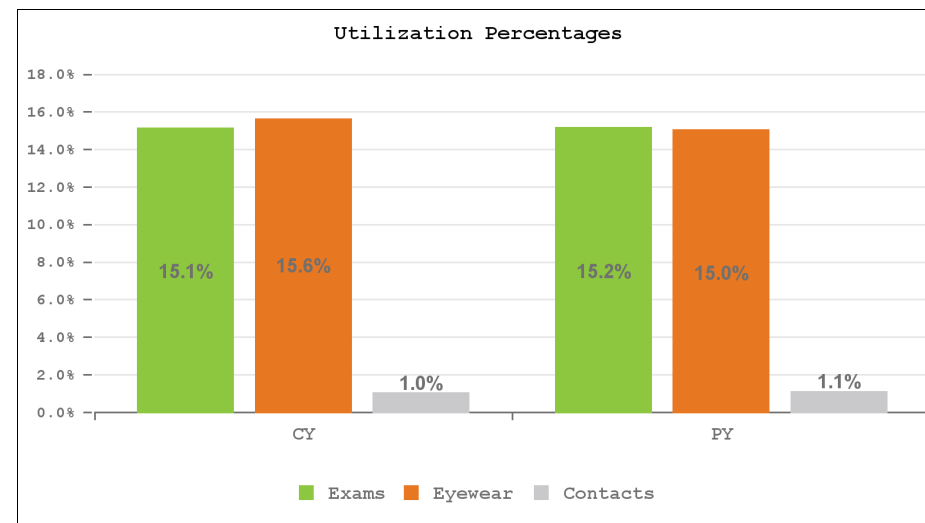
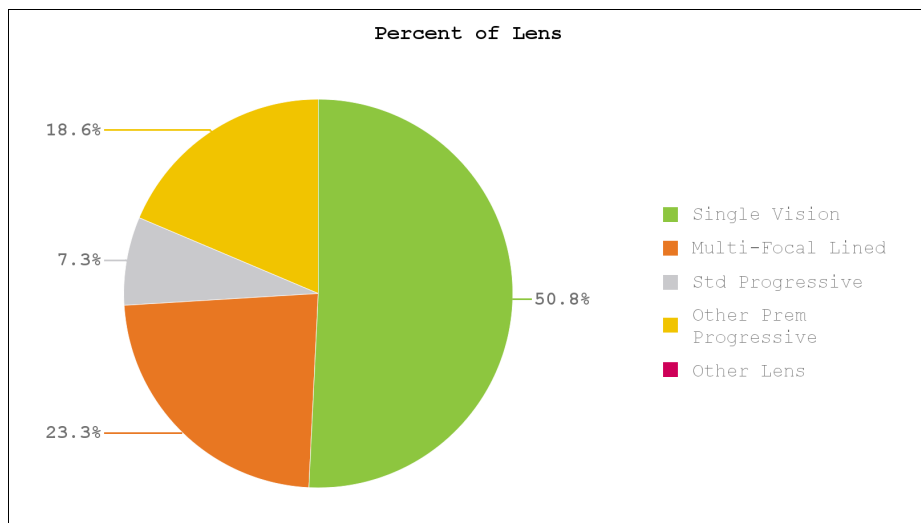
- Summary Page - High Level Comparison of Utilization Percentages, Current vs. Prior Year
- Utilization - Utilization Percentages & Dollars by Month, Current vs. Prior Year
- Network Utilization - Utilization Percentages by Provider Bands, Current vs. Prior Year
- Benefit Utilization - Plan Savings by Service/Material Purchased
- Member Experience - Member Savings by Service/Material Purchased
- Plan List/Glossary - List of Plans Included in Reports & Glossary of Terms and Calculations

Please contact your Account Manager should you have any questions about your utilization. Thank you for your business.

GVS - Unite Here Local 25 YTD Member Savings: \$895,566

Maintaining a vision benefit can help minimize your total healthcare costs and helps your employees see and feel their best.

- Roughly 50% of the U.S. population requires corrective lenses as do 80% of those over age 45.
- A simple vision problem (such as eyestrain) can cause an employee to lose up to 15 minutes per day, translating into employers losing more than \$2,000 per year for every employee who suffers from this issue.
- Comprehensive eye exams can provide for early detection of 2 leading causes of significant healthcare costs, diabetes and hypertension. Early detection can allow for earlier treatment and management options for the patient, in turn, leading to possible decreased healthcare costs for you.

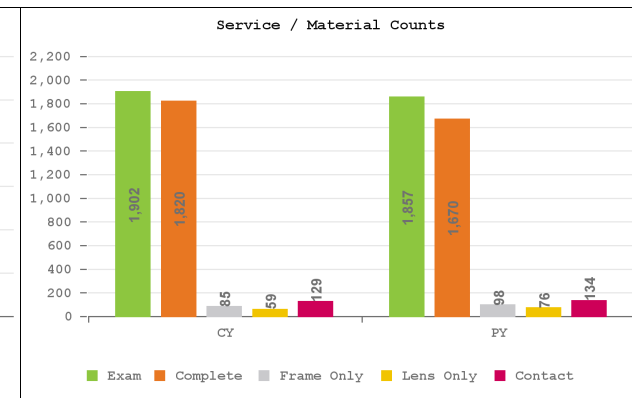
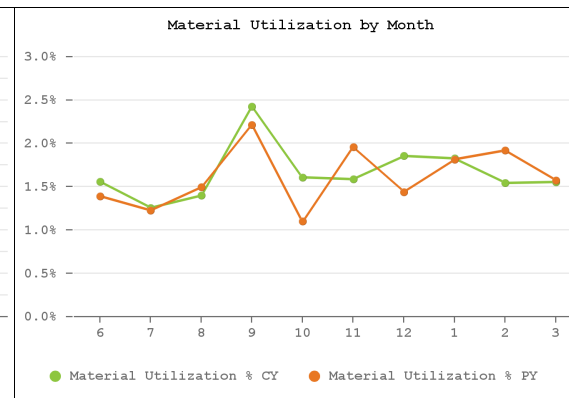
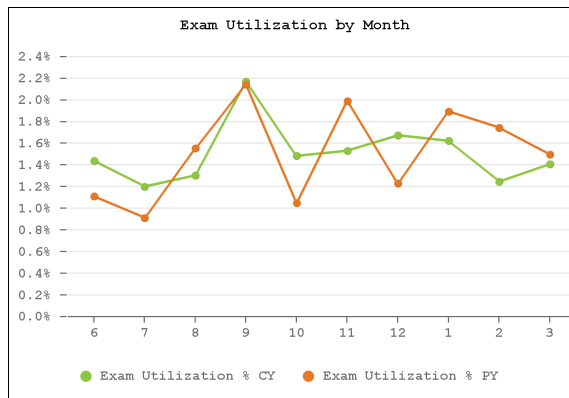


Utilization	Membership		Exam Utilization				Material Utilization			
	Client		Client		BOB		Client		BOB	
Member Type	CY #	PY #	CY %	PY %	CY %	PY %	CY %	PY %	CY %	PY %
Subscriber	6,828	6,669	14.8%	15.4%	26.6%	26.2%	16.1%	16.2%	25.1%	25.9%
Spouse/Partner	2,746	2,653	16.5%	15.3%	25.6%	25.3%	18.5%	16.9%	23.5%	24.5%
Child/Other	2,993	2,935	14.6%	14.3%	21.6%	21.3%	16.2%	15.2%	18.9%	19.3%
For more information, please review the Utilization page(s).										

Network Utilization	Exam & Mat'l Share		Exam Share				Material Share			
	Client		Client		BOB		Client		BOB	
Location Type	CY %	PY %	CY %	PY %	CY %	PY %	CY %	PY %	CY %	PY %
Independent	20.5%	20.2%	22.9%	21.3%	56.9%	56.9%	18.3%	19.1%	49.5%	50.1%
Retail	79.3%	79.5%	77.0%	78.5%	41.5%	41.2%	81.3%	80.5%	46.5%	46.1%
Out of Network	0.2%	0.3%	0.1%	0.2%	1.6%	1.9%	0.4%	0.4%	4.0%	3.8%
For more information, please review the Network Utilization page.										

Benefit Utilization	Client		BOB		Lens Enhancements	Client		BOB	
Benefit Type	CY %	PY %	CY %	PY %	Top Add-Ons (% of Lens)	CY %	PY %	CY %	PY %
Exam	15.1%	15.2%	24.8%	24.5%	Polycarbonate	84.8%	81.2%	62.8%	62.3%
Material	16.7%	16.1%	22.8%	23.5%	Anti-Reflective Coating	37.7%	38.9%	53.0%	51.3%
Eyewear (% of Materials)	93.8%	93.2%	69.3%	70.3%	Scratch Coating	15.7%	11.0%	10.2%	9.7%
Contacts (% of Materials)	6.2%	6.8%	30.7%	29.7%	Photochromic	44.6%	37.2%	14.2%	14.5%
Single Vision (% of Lens)	50.8%	51.8%	60.6%	59.5%	For more information, please review the Member Experience page.				
Multi-Focal Lined (% of Lens)	23.3%	23.7%	8.2%	8.7%					
Progressive (% of Lens)	26.0%	24.5%	31.2%	31.8%					
Other Lens (% of Lens)	0.0%	0.0%	0.0%	0.0%					
For more information, please review the Benefit Utilization page.									

Client Utilization	Subscribers		Members		Members Using Benefit		Exam Utilization				Material Utilization			
By Month	CY #	PY #	CY #	PY #	CY #	PY #	CY #	CY \$	PY #	PY \$	CY #	CY \$	PY #	PY \$
June	6,680	6,605	12,359	12,128	242	200	178	\$7,120	135	\$5,389	193	\$33,770	169	\$27,978
July	6,984	6,606	12,726	12,149	206	169	153	\$6,120	111	\$4,440	160	\$28,253	149	\$25,405
August	7,064	6,860	12,853	12,484	224	234	168	\$6,720	194	\$7,760	180	\$33,206	187	\$31,087
September	7,131	6,965	12,950	12,644	375	345	281	\$11,240	271	\$10,840	314	\$54,247	280	\$47,913
October	7,055	6,925	12,861	12,626	252	183	191	\$7,640	133	\$5,310	207	\$36,330	139	\$23,736
November	7,014	6,823	12,849	12,502	257	310	197	\$7,880	249	\$9,960	204	\$38,461	245	\$43,077
December	6,919	6,823	12,768	12,502	297	207	214	\$8,560	154	\$6,150	237	\$44,255	180	\$32,589
January	6,905	6,796	12,750	12,497	289	296	207	\$8,280	237	\$9,470	233	\$42,070	227	\$40,891
February	6,285	6,083	11,786	11,401	218	262	147	\$5,880	199	\$7,960	182	\$33,417	219	\$39,136
March	6,238	6,199	11,762	11,629	219	233	166	\$6,619	174	\$6,960	183	\$33,189	183	\$31,610
	6,828	6,669	12,566	12,256	2,579	2,439	1,902	\$76,059	1,857	\$74,239	2,093	\$377,199	1,978	\$343,421



Network Utilization by Band (CY)		Client Combined (Ex & Matls)		Client Exam Share		Client Mat'l Share	
Location Type	Provider Band	CY %	PY %	CY %	PY %	CY %	PY %
Independent	Independent	20.5%	20.2%	22.9%	21.3%	18.3%	19.1%
Total: Independent		20.5%	20.2%	22.9%	21.3%	18.3%	19.1%
Retail	LensCrafters	24.9%	25.5%	25.0%	24.9%	24.8%	26.0%
	Pearle Vision	3.3%	3.4%	3.0%	3.4%	3.6%	3.4%
	Sears Optical	16.6%	19.3%	14.8%	18.7%	18.3%	19.8%
	Target Optical	5.9%	5.7%	5.9%	5.8%	5.8%	5.6%
	JCPenney Optical	12.8%	10.8%	12.8%	10.6%	12.9%	10.9%
	Other Retail	15.7%	14.9%	15.5%	14.9%	15.9%	14.8%
Total: Retail		79.3%	79.5%	77.0%	78.5%	81.3%	80.5%
Out of Network	Out of Network	0.2%	0.3%	0.1%	0.2%	0.4%	0.4%
Total: Out of Network		0.2%	0.3%	0.1%	0.2%	0.4%	0.4%

Frames by Price Point and Network (CY)	Independent	LensCrafters	Pearle Vision	Sears Optical	Target Optical	JCPenney Optical	Other Retail	Out of Network	Total All Frames
<= \$100	5.9%	8.4%	11.9%	19.7%	6.3%	11.8%	5.9%	50.0%	10.3%
\$100-\$110	2.8%	0.6%	1.5%	0.0%	6.3%	0.0%	1.0%	0.0%	1.3%
\$110-\$120	1.1%	2.8%	0.0%	11.2%	1.8%	9.4%	1.7%	0.0%	4.7%
\$120-\$130	5.7%	10.1%	6.0%	0.3%	18.9%	13.8%	30.7%	25.0%	11.4%
\$130-\$140	3.4%	8.8%	6.0%	42.6%	12.6%	15.4%	3.4%	0.0%	14.5%
\$140-\$150	18.1%	4.7%	11.9%	6.8%	38.7%	20.9%	2.8%	25.0%	11.7%
\$150-\$170	19.5%	40.2%	13.4%	13.4%	6.3%	11.8%	9.7%	0.0%	19.8%
\$170-\$200	18.7%	8.2%	13.4%	3.3%	7.2%	13.8%	11.0%	0.0%	10.5%
\$200-\$300	20.7%	14.0%	32.8%	2.7%	1.8%	3.1%	31.4%	0.0%	14.2%
\$300-\$400	4.0%	1.9%	3.0%	0.0%	0.0%	0.0%	2.4%	0.0%	1.7%
> \$400	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
Frame Count by Network	353	465	67	366	111	254	290	4	1,910
Network Percent of Total	18.5%	24.3%	3.5%	19.2%	5.8%	13.3%	15.2%	0.2%	100.0%
Percent of Frames < Allowance	37.1%	35.5%	37.3%	80.6%	84.7%	71.3%	45.5%	25.0%	53.6%
Avg Frame Retail Price	\$180.30	\$165.10	\$185.59	\$136.06	\$143.10	\$145.15	\$176.96	\$102.54	\$160.80

Average Transaction (CY)		Count	Utilization Percent	Retail	Net to Provider	Plan Savings	Avg Retail	Plan Savings
Service / Material	Lens Type							
Exam		1,902	15.1%	\$181,434	\$76,059	\$105,375	\$95.39	58.1%
Contacts		129	1.0%	\$26,033	\$25,964	\$69	\$201.80	0.3%
Fit & Follow		158	1.3%	\$13,985	\$10,821	\$3,164	\$88.51	22.6%
Frame		1,905	15.2%	\$307,132	\$179,872	\$127,260	\$161.22	41.4%
Lens	Single Vision	954	7.6%	\$97,512	\$33,605	\$63,907	\$102.21	65.5%
Lens	Multi-Focal Lined	437	3.5%	\$62,784	\$24,175	\$38,609	\$143.67	61.5%
Lens	Std Progressive	138	1.1%	\$27,189	\$16,977	\$10,212	\$197.02	37.6%
Lens	Other Prem Progressive	350	2.8%	\$85,757	\$68,630	\$17,127	\$245.02	20.0%
Lens	Other Lens	0	0.0%	\$0	\$0	\$0	\$0.00	0.0%
Total Lenses		1,879	15.0%	\$273,242	\$143,387	\$129,855	\$145.42	47.5%

Utilization by Age Break (CY)	1 - 18	19 - 26	27 - 40	41 - 55	56 - 65	Over 65
Membership (as of report CY end date)	2,681	372	1,731	4,294	2,076	617
Exam	12.8%	34.1%	9.2%	16.5%	21.4%	19.1%
Contacts	1.4%	10.5%	1.4%	0.5%	0.2%	0.2%
Frame	12.5%	26.6%	8.2%	16.5%	23.5%	21.9%
Single Vision	11.8%	23.4%	7.0%	6.6%	6.3%	2.8%
Multi-Focal Lined	0.1%	0.3%	0.3%	4.0%	8.7%	12.3%
Std Progressive	0.0%	0.3%	0.0%	1.9%	2.2%	1.5%
Other Prem Progressive	0.0%	0.3%	0.2%	3.9%	6.8%	5.8%
Other Lens	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Service / Material Averages (CY)	Count	Utilization Percent	Retail	Member Responsibility	Member Savings	Avg Retail	Avg Member Responsibility	Member Discount %
Exam	1,902	15.1%	\$181,434	\$0	\$181,434	\$95.39	\$0.00	100.0%
Total: Exams	1,902	15.1%	\$181,434	\$0	\$181,434	\$95.39	\$0.00	100.0%
Contacts	129	1.0%	\$26,033	\$10,714	\$15,318	\$201.80	\$83.06	58.8%
Total: Contacts	129	1.0%	\$26,033	\$10,714	\$15,318	\$201.80	\$83.06	58.8%
Fit & Follow	158	1.3%	\$13,985	\$10,821	\$3,164	\$88.51	\$68.49	22.6%
Total: Fit & Follow	158	1.3%	\$13,985	\$10,821	\$3,164	\$88.51	\$68.49	22.6%
Frame	1,905	15.2%	\$307,132	\$34,651	\$272,481	\$161.22	\$18.19	88.7%
Total: Frames	1,905	15.2%	\$307,132	\$34,651	\$272,481	\$161.22	\$18.19	88.7%
Single Vision	954	7.6%	\$97,512	\$85	\$97,427	\$102.21	\$0.09	99.9%
Multi-Focal Lined	437	3.5%	\$62,784	\$0	\$62,784	\$143.67	\$0.00	100.0%
Std Progressive	138	1.1%	\$27,189	\$9,412	\$17,777	\$197.02	\$68.20	65.4%
Other Prem Progressive	350	2.8%	\$87,757	\$49,325	\$36,432	\$245.02	\$140.93	42.5%
Other Lens	0	0.0%	\$0	\$0	\$0	\$0.00	\$0.00	0.0%
Total: Lenses	1,879	15.0%	\$273,242	\$58,822	\$214,420	\$145.42	\$31.30	78.5%
Polycarbonate	1,361	10.8%	\$80,393	\$345	\$80,048	\$59.07	\$0.25	99.6%
Premium Polycarbonate	233	1.9%	\$15,415	\$12,350	\$3,065	\$66.16	\$53.00	19.9%
Total: Polycarbonate	1,594	12.7%	\$95,808	\$12,695	\$83,113	\$60.11	\$7.96	86.7%
Anti-Reflective Coating	384	3.1%	\$30,023	\$17,305	\$12,718	\$78.18	\$45.07	42.4%
Prem Anti-Reflective Coating	324	2.6%	\$31,886	\$25,509	\$6,377	\$98.41	\$78.73	20.0%
Total: Anti-Reflective Coating	708	5.6%	\$61,909	\$42,814	\$19,095	\$87.44	\$60.47	30.8%
Premium Scratch Coating	6	0.0%	\$193	\$154	\$39	\$32.17	\$25.73	20.0%
Scratch Coating	289	2.3%	\$6,625	\$0	\$6,625	\$22.92	\$0.00	100.0%
Total: Scratch Coating	295	2.3%	\$6,818	\$154	\$6,663	\$23.11	\$0.52	97.7%
Photochromic	838	6.7%	\$94,510	\$0	\$94,510	\$112.78	\$0.00	100.0%
Total: Photochromic	838	6.7%	\$94,510	\$0	\$94,510	\$112.78	\$0.00	100.0%
Glass Lens	1	0.0%	\$20	\$16	\$4	\$20.00	\$16.00	20.0%
High Index	71	0.6%	\$8,612	\$6,891	\$1,721	\$121.30	\$97.05	20.0%
High-Prescription	4	0.0%	\$230	\$184	\$46	\$57.50	\$46.00	20.0%
Lens Plus	3	0.0%	\$300	\$0	\$300	\$100.00	\$0.00	100.0%
Misc. Material	949	7.6%	\$2,939	\$2,355	\$585	\$3.10	\$2.48	19.9%
Oversize Lens	1	0.0%	\$20	\$16	\$4	\$20.00	\$16.00	20.0%
Polarize Lens	33	0.3%	\$2,635	\$2,108	\$527	\$79.85	\$63.88	20.0%
Prism	0	0.0%	\$0	\$0	\$0	\$0.00	\$0.00	0.0%
Roll/Polish	98	0.8%	\$2,152	\$1,722	\$430	\$21.96	\$17.57	20.0%
Tint	39	0.2%	\$900	\$0	\$900	\$23.08	\$0.00	100.0%
Ultra-Violet Coating	94	0.7%	\$2,170	\$1,320	\$850	\$23.09	\$14.04	39.2%
Total: Other	1,293	10.3%	\$19,978	\$14,611	\$5,367	\$15.45	\$11.30	26.9%

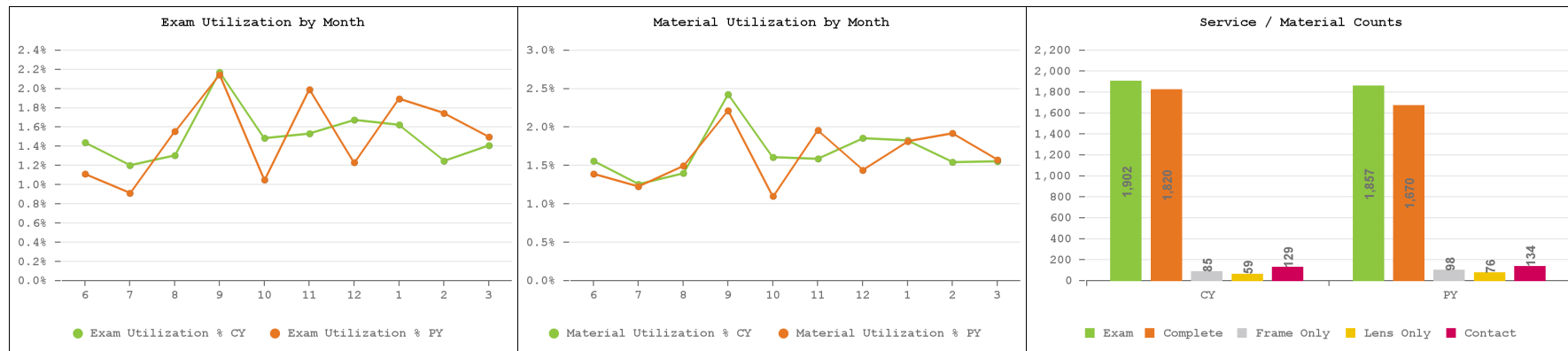
EyeMed Plan ID	EyeMed Plan Name	Benefit Level	Effective Date	Renewal Date	Voluntary Indicator	Plan Type
9787649	GVS - UNITE HERE 25 HAWDC W FUND	0101	6/1/2010	8/31/2015	Non-Voluntary	Fee for Service

Report Name	Field & Definition
General	*Claims must include a funded exam, frame, lens or contact to be included within these reports. *Fit & Follow Up must be attached to a claim with a funded exam or contact to be included within these reports. CY - Current year reporting period. PY - Prior year reporting period.
Summary	BOB - EyeMed Book of Business. Exam Utilization - Number of exam claims divided by average member count. Material Utilization - Number of material claims divided by average member count. Exam Share - Percentage of exam claims by location type. Material Share - Percentage of material claims by location type.
Utilization	Members Using Benefit - Number of members with claim activity. Number of Exams - Number of exams billed from claims. Exam Claim Dollars - Claim dollars billed for the exams as reported on claims received. Number of Materials - Sum of eyewear and contacts billed from claims. Material Claim Dollars - Claim dollars billed for eyewear, contacts and fit & follow up as reported on claims received.
Benefit Utilization	Retail Dollars - Original cost (before discounts) of services as reported on the claims received. Net to Provider - Claim dollars billed for service and/or material type as reported on the claims received plus member out of pocket dollars. Plan Savings Dollars - Retail dollars less net to provider dollars. Avg Retail Dollars - Retail dollars divided by count. Plan Savings % - Plan savings divided by retail dollars.
Member Experience	*Data includes Out-of-Network transactions. Member Responsibility - Dollars spent by members (member out of pocket). Member Savings - Retail dollars less member responsibility. Member Discount % - Member savings divided by retail dollars.

Plan ID: 9787649

Benefit Level: 0101

Client Utilization	Subscribers		Members		Members Using Benefit		Exam Utilization				Material Utilization			
By Month	CY #	PY #	CY #	PY #	CY #	PY #	CY #	CY \$	PY #	PY \$	CY #	CY \$	PY #	PY \$
June	6,680	6,605	12,359	12,128	242	200	178	\$7,120	135	\$5,389	193	\$33,770	169	\$27,978
July	6,984	6,606	12,726	12,149	206	169	153	\$6,120	111	\$4,440	160	\$28,253	149	\$25,405
August	7,064	6,860	12,853	12,484	224	234	168	\$6,720	194	\$7,760	180	\$33,206	187	\$31,087
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November	7,014	6,823	12,849	12,502	257	310	197	\$7,880	249	\$9,960	204	\$38,461	245	\$43,077
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January	6,905	6,796	12,750	12,497	289	296	207	\$8,280	237	\$9,470	233	\$42,070	227	\$40,891
February	6,285	6,083	11,786	11,401	218	262	147	\$5,880	199	\$7,960	182	\$33,417	219	\$39,136
March	6,238	6,199	11,762	11,629	219	233	166	\$6,619	174	\$6,960	183	\$33,189	183	\$31,610
	6,828	6,669	12,566	12,256	2,579	2,439	1,902	\$76,059	1,857	\$74,239	2,093	\$377,199	1,978	\$343,421



Plan ID: 9787649

Benefit Level: 0101

Network Utilization by Band (CY)		Client Combined (Ex & Matls)		Client Exam Share		Client Mat'l Share	
Location Type	Provider Band	CY %	PY %	CY %	PY %	CY %	PY %
Independent	Independent	20.5%	20.2%	22.9%	21.3%	18.3%	19.1%
Total: Independent		20.5%	20.2%	22.9%	21.3%	18.3%	19.1%
Retail	LensCrafters	24.9%	25.5%	25.0%	24.9%	24.8%	26.0%
	Pearle Vision	3.3%	3.4%	3.0%	3.4%	3.6%	3.4%
	Sears Optical	16.6%	19.3%	14.8%	18.7%	18.3%	19.8%
	Target Optical	5.9%	5.7%	5.9%	5.8%	5.8%	5.6%
	JCPenney Optical	12.8%	10.8%	12.8%	10.6%	12.9%	10.9%
	Other Retail	15.7%	14.9%	15.5%	14.9%	15.9%	14.8%
Total: Retail		79.3%	79.5%	77.0%	78.5%	81.3%	80.5%
Out of Network	Out of Network	0.2%	0.3%	0.1%	0.2%	0.4%	0.4%
Total: Out of Network		0.2%	0.3%	0.1%	0.2%	0.4%	0.4%

Frames by Price Point and Network (CY)	Independent	LensCrafters	Pearle Vision	Sears Optical	Target Optical	JCPenney Optical	Other Retail	Out of Network	Total All Frames
<= \$100	5.9%	8.4%	11.9%	19.7%	6.3%	11.8%	5.9%	50.0%	10.3%
\$100-\$110	2.8%	0.6%	1.5%	0.0%	6.3%	0.0%	1.0%	0.0%	1.3%
\$110-\$120	1.1%	2.8%	0.0%	11.2%	1.8%	9.4%	1.7%	0.0%	4.7%
\$120-\$130	5.7%	10.1%	6.0%	0.3%	18.9%	13.8%	30.7%	25.0%	11.4%
\$130-\$140	3.4%	8.8%	6.0%	42.6%	12.6%	15.4%	3.4%	0.0%	14.5%
\$140-\$150	18.1%	4.7%	11.9%	6.8%	38.7%	20.9%	2.8%	25.0%	11.7%
\$150-\$170	19.5%	40.2%	13.4%	13.4%	6.3%	11.8%	9.7%	0.0%	19.8%
\$170-\$200	18.7%	8.2%	13.4%	3.3%	7.2%	13.8%	11.0%	0.0%	10.5%
\$200-\$300	20.7%	14.0%	32.8%	2.7%	1.8%	3.1%	31.4%	0.0%	14.2%
\$300-\$400	4.0%	1.9%	3.0%	0.0%	0.0%	0.0%	2.4%	0.0%	1.7%
> \$400	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
Frame Count by Network	353	465	67	366	111	254	290	4	1,910
Network Percent of Total	18.5%	24.3%	3.5%	19.2%	5.8%	13.3%	15.2%	0.2%	100.0%
Percent of Frames < Allowance	37.1%	35.5%	37.3%	80.6%	84.7%	71.3%	45.5%	25.0%	53.6%
Avg Frame Retail Price	\$180.30	\$165.10	\$185.59	\$136.06	\$143.10	\$145.15	\$176.96	\$102.54	\$160.80

Plan ID: **9787649**

Benefit Level: **0101**

Average Transaction (CY)		Count	Utilization Percent	Retail	Net to Provider	Plan Savings	Avg Retail	Plan Savings
Service / Material	Lens Type							
Exam		1,902	15.1%	\$181,434	\$76,059	\$105,375	\$95.39	58.1%
Contacts		129	1.0%	\$26,033	\$25,964	\$69	\$201.80	0.3%
Fit & Follow		158	1.3%	\$13,985	\$10,821	\$3,164	\$88.51	22.6%
Frame		1,905	15.2%	\$307,132	\$179,872	\$127,260	\$161.22	41.4%
Lens	Single Vision	954	7.6%	\$97,512	\$33,605	\$63,907	\$102.21	65.5%
Lens	Multi-Focal Lined	437	3.5%	\$62,784	\$24,175	\$38,609	\$143.67	61.5%
Lens	Std Progressive	138	1.1%	\$27,189	\$16,977	\$10,212	\$197.02	37.6%
Lens	Other Prem Progressive	350	2.8%	\$85,757	\$68,630	\$17,127	\$245.02	20.0%
Lens	Other Lens	0	0.0%	\$0	\$0	\$0	\$0.00	0.0%
Total Lenses		1,879	15.0%	\$273,242	\$143,387	\$129,855	\$145.42	47.5%

Utilization by Age Break (CY)	1 - 18	19 - 26	27 - 40	41 - 55	56 - 65	Over 65
Membership (as of report CY end date)	2,681	372	1,731	4,294	2,076	617
Exam	12.8%	34.1%	9.2%	16.5%	21.4%	19.1%
Contacts	1.4%	10.5%	1.4%	0.5%	0.2%	0.2%
Frame	12.5%	26.6%	8.2%	16.5%	23.5%	21.9%
Single Vision	11.8%	23.4%	7.0%	6.6%	6.3%	2.8%
Multi-Focal Lined	0.1%	0.3%	0.3%	4.0%	8.7%	12.3%
Std Progressive	0.0%	0.3%	0.0%	1.9%	2.2%	1.5%
Other Prem Progressive	0.0%	0.3%	0.2%	3.9%	6.8%	5.8%
Other Lens	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

Plan ID: 9787649

Benefit Level: 0101

Service / Material Averages (CY)	Count	Utilization Percent	Retail	Member Responsibility	Member Savings	Avg Retail	Avg Member Responsibility	Member Discount %
Exam	1,902	15.1%	\$181,434	\$0	\$181,434	\$95.39	\$0.00	100.0%
Total: Exams	1,902	15.1%	\$181,434	\$0	\$181,434	\$95.39	\$0.00	100.0%
Contacts	129	1.0%	\$26,033	\$10,714	\$15,318	\$201.80	\$83.06	58.8%
Total: Contacts	129	1.0%	\$26,033	\$10,714	\$15,318	\$201.80	\$83.06	58.8%
Fit & Follow	158	1.3%	\$13,985	\$10,821	\$3,164	\$88.51	\$68.49	22.6%
Total: Fit & Follow	158	1.3%	\$13,985	\$10,821	\$3,164	\$88.51	\$68.49	22.6%
Frame	1,905	15.2%	\$307,132	\$34,651	\$272,481	\$161.22	\$18.19	88.7%
Total: Frames	1,905	15.2%	\$307,132	\$34,651	\$272,481	\$161.22	\$18.19	88.7%
Single Vision	954	7.6%	\$97,512	\$85	\$97,427	\$102.21	\$0.09	99.9%
Multi-Focal Lined	437	3.5%	\$62,784	\$0	\$62,784	\$143.67	\$0.00	100.0%
Std Progressive	138	1.1%	\$27,189	\$9,412	\$17,777	\$197.02	\$68.20	65.4%
Other Prem Progressive	350	2.8%	\$85,757	\$49,325	\$36,432	\$245.02	\$140.93	42.5%
Other Lens	0	0.0%	\$0	\$0	\$0	\$0.00	\$0.00	0.0%
Total: Lenses	1,879	15.0%	\$273,242	\$58,822	\$214,420	\$145.42	\$31.30	78.5%
Polycarbonate	1,361	10.8%	\$80,393	\$345	\$80,048	\$59.07	\$0.25	99.6%
Premium Polycarbonate	233	1.9%	\$15,415	\$12,350	\$3,065	\$66.16	\$53.00	19.9%
Total: Polycarbonate	1,594	12.7%	\$95,808	\$12,695	\$83,113	\$60.11	\$7.96	86.7%
Anti-Reflective Coating	384	3.1%	\$30,023	\$17,305	\$12,718	\$78.18	\$45.07	42.4%
Prem Anti-Reflective Coating	324	2.6%	\$31,886	\$25,509	\$6,377	\$98.41	\$78.73	20.0%
Total: Anti-Reflective Coating	708	5.6%	\$61,909	\$42,814	\$19,095	\$87.44	\$60.47	30.8%
Premium Scratch Coating	6	0.0%	\$193	\$154	\$39	\$32.17	\$25.73	20.0%
Scratch Coating	289	2.3%	\$6,625	\$0	\$6,625	\$22.92	\$0.00	100.0%
Total: Scratch Coating	295	2.3%	\$6,818	\$154	\$6,663	\$23.11	\$0.52	97.7%
Photochromic	838	6.7%	\$94,510	\$0	\$94,510	\$112.78	\$0.00	100.0%
Total: Photochromic	838	6.7%	\$94,510	\$0	\$94,510	\$112.78	\$0.00	100.0%
Glass Lens	1	0.0%	\$20	\$16	\$4	\$20.00	\$16.00	20.0%
High Index	71	0.6%	\$8,612	\$6,891	\$1,721	\$121.30	\$97.05	20.0%
High-Prescription	4	0.0%	\$230	\$184	\$46	\$57.50	\$46.00	20.0%
Lens Plus	3	0.0%	\$300	\$0	\$300	\$100.00	\$0.00	100.0%
Misc. Material	949	7.6%	\$2,939	\$2,355	\$585	\$3.10	\$2.48	19.9%
Oversize Lens	1	0.0%	\$20	\$16	\$4	\$20.00	\$16.00	20.0%
Polarize Lens	33	0.3%	\$2,635	\$2,108	\$527	\$79.85	\$63.88	20.0%
Prism	0	0.0%	\$0	\$0	\$0	\$0.00	\$0.00	0.0%
Roll/Polish	98	0.8%	\$2,152	\$1,722	\$430	\$21.96	\$17.57	20.0%
Tint	39	0.3%	\$900	\$0	\$900	\$23.08	\$0.00	100.0%
Ultra-Violet Coating	94	0.7%	\$2,170	\$1,320	\$850	\$23.09	\$14.04	39.2%
Total: Other	1,293	10.3%	\$19,978	\$14,611	\$5,367	\$15.45	\$11.30	26.9%