

Totals

GMT: JERRY SMITH Location: VIRGINIA GMT CA: 1

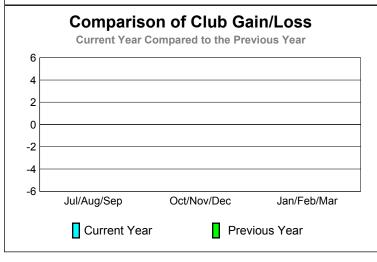
0

|             |             | <u>Club</u><br><b>201</b> |                   | <u>Clubs</u><br>2011-2012 |                  |
|-------------|-------------|---------------------------|-------------------|---------------------------|------------------|
| Month       | New<br>Club | Actual<br>New             | Actual<br>Dropped | Gain/<br>Loss of          | Gain/<br>Loss of |
| Month       | <u>Goal</u> | <u>Clubs</u>              | <u>Clubs</u>      | <u>Clubs</u>              | <u>Clubs</u>     |
| Jul/Aug/Sep | 0           | 0                         | 0                 | 0                         | 0                |
| Oct/Nov/Dec | 1           | 0                         | 0                 | 0                         | 0                |
| Jan/Feb/Mar | 0           |                           |                   |                           | 0                |

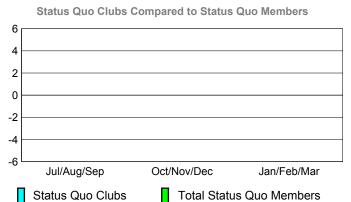
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**CLUBS** 

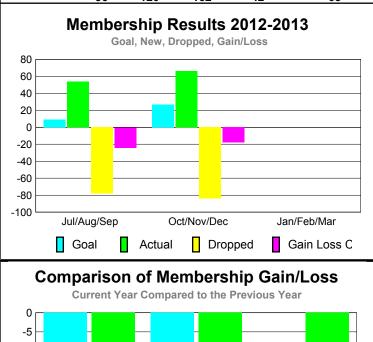
## Club Results 2012-2013 Goal, New, Dropped, Gain/Loss 1 0.8 0.6 0.4 0.2 0 Jul/Aug/Sep Oct/Nov/Dec Jan/Feb/Mar Goal Actual Dropped Gain Loss C

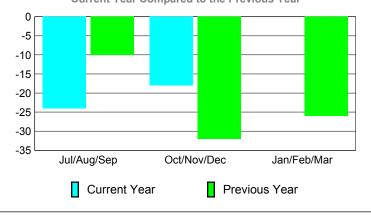


## YTD Status Quo Clubs 2012-2013



| MEMBERSHIP  |             |             |             |             |             |  |  |
|-------------|-------------|-------------|-------------|-------------|-------------|--|--|
|             |             | Member      | Membership  |             |             |  |  |
|             |             | 201         | 2011-2012   |             |             |  |  |
|             | <u> </u>    |             |             |             |             |  |  |
|             | Net         | Actual      | Actual      | Gain/       | Gain/       |  |  |
|             | Memb        | New         | Dropped     | Loss of     | Loss of     |  |  |
| Month       | <u>Goal</u> | <u>Memb</u> | <u>Memb</u> | <u>Memb</u> | <u>Memb</u> |  |  |
| Jul/Aug/Sep | 9           | 54          | -78         | -24         | -10         |  |  |
| Oct/Nov/Dec | 27          | 66          | -84         | -18         | -32         |  |  |
| Jan/Feb/Mar | 0           |             |             |             | -26         |  |  |
| Totals      | 36          | 120         | -162        | -42         | -68         |  |  |





## Gender Comparison 2012-2013

