

MD ANALYSIS

CA 3 June Analysis

Constitutional Area 3 Leader:

July 2016 to June 2017 (12 months) Results

CA 3	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
New Clubs	150	117	145	163	98
Charter Members	3914	3390	4142	4379	2761
New Members	11836	11274	11827	12246	8617
Drops	15449	16701	17624	16390	8526
Net Growth	2048	-491	-50	1326	3652

June (Only Results)

CA 3	Jun-14	Jun-15	Jun-16	Jun-17
New Clubs	35	47	54	24
Charter Members	972	1211	1385	598
New Members	1927	1712	2421	4290
Drops	3232	3181	3027	1988
Net Growth	-27	-6	1003	3031

Statement for 4th Quarter Results(previous 3 years)

CA 3	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
New Clubs	60	80	90
Charter Members	1669	2115	2277
New Members	4511	4737	5026
Drops	4961	5352	4985
Net Growth	1727	1975	2667

MD Wise Analysis

MD	GMT Area	CA 3	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
B	Mexico	New Clubs	22	20	29	36	39
		Charter Members	551	551	785	991	1023
		New Members	927	1079	1143	1546	2536
		Drops	2219	2076	2166	1930	2427
		Net Growth	-327	-158	48	751	1319
D	Various	New Clubs	11	8	6	12	11
		Charter Members	328	227	201	337	372
		New Members	733	758	706	888	1327
		Drops	987	1075	1153	891	1059
		Net Growth	206	-19	-105	395	734
Total		NewCLubs	33	28	35	48	50
		CharterMembers	879	778	986	1328	1395
		NewMembers	1660	1837	1849	2434	3863
		Drops	3206	3151	3319	2821	3486
		NetGrowth	-121	-177	-57	1146	2053

June (Only) Results

MD	GMT Area	CA 3	Jun-14	Jun-15	Jun-16	Jun-17
B	Mexico	New Clubs	5	6	7	9
		Charter Members	110	158	165	219
		New Members	112	115	273	1287
		Drops	478	460	330	698
		Net Growth	-241	-177	129	858
D	Various	New Clubs	3	2	1	3
		Charter Members	82	62	34	83
		New Members	162	99	175	603
		Drops	179	160	133	208
		Net Growth	81	20	84	492
Total		New Clubs	8	8	8	12
		Charter Members	192	220	199	302
		New Members	274	214	448	1890
		Drops	657	620	463	906
		Net Growth	-160	-157	213	1350

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 3	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
B	Mexico	New Clubs	10	12	19
		Charter Members	241	319	454
		New Members	328	353	519
		Drops	632	701	529
		Net Growth	-36	28	479
D	Various	New Clubs	4	5	5
		Charter Members	108	142	126
		New Members	269	276	329
		Drops	286	269	262
		Net Growth	111	192	202
Total		New Clubs	14	17	24
		Charter Members	349	461	580
		New Members	597	629	848
		Drops	918	970	791
		Net Growth	75	220	681

MD Wise Analysis

MD	GMT Area	CA 3	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
F	Colombia	New Clubs	9	11	6	5	2
		Charter Members	297	271	207	132	74
		New Members	605	467	481	458	1319
		Drops	727	865	875	846	840
		Net Growth	241	-97	-114	-189	639
H	Peru	New Clubs	10	6	19	23	0
		Charter Members	256	209	563	637	0
		New Members	980	717	880	1009	0
		Drops	988	1160	1253	1237	0
		Net Growth	372	-81	339	549	0
G	Ecuador	New Clubs	5	7	5	13	7
		Charter Members	122	219	156	326	209
		New Members	297	295	309	597	506
		Drops	365	442	493	472	913
		Net Growth	138	106	-3	479	-104
E	Aruba Neth Antilles Venezuela	New Clubs	18	14	9	18	21
		Charter Members	422	469	269	456	546
		New Members	636	500	701	756	848
		Drops	964	980	831	781	914
		Net Growth	238	125	203	474	542
Total		New Clubs	42	38	39	59	30
		Charter Members	1097	1168	1195	1551	829
		New Members	2518	1979	2371	2820	2673
		Drops	3044	3447	3452	3336	2667
		Net Growth	989	53	425	1313	1077

June (Only) Results

MD	GMT Area	CA 3	Jun-14	Jun-15	Jun-16	Jun-17
F	Colombia	New Clubs	2	3	4	1
		Charter Members	53	79	84	21
		New Members	77	80	97	887
		Drops	378	163	182	243
		Net Growth	-242	16	4	679
H	Peru	New Clubs	0	3	1	0
		Charter Members	4	82	58	0
		New Members	113	134	236	0
		Drops	271	293	283	0
		Net Growth	-142	-42	49	0
G	Ecuador	New Clubs	2	2	8	1
		Charter Members	80	65	194	28
		New Members	23	58	199	221
		Drops	126	78	93	173
		Net Growth	0	48	315	79
E	Aruba Neth Antilles Venezuela	New Clubs	4	5	7	3
		Charter Members	183	112	183	70
		New Members	121	110	132	347
		Drops	99	71	56	241
		Net Growth	260	169	262	193
Total		New Clubs	8	13	20	5
		Charter Members	320	338	519	119
		New Members	334	382	664	1455
		Drops	874	605	614	657
		Net Growth	-124	191	630	951

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 3	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
F	Colombia	New Clubs	6	4	4
		Charter Members	150	101	86
		New Members	180	173	230
		Drops	452	249	241
		Net Growth	-108	48	88
H	Peru	New Clubs	0	6	8
		Charter Members	5	166	225
		New Members	242	302	407
		Drops	398	410	426
		Net Growth	-112	138	260
G	Ecuador	New Clubs	2	4	8
		Charter Members	80	117	194
		New Members	58	115	239
		Drops	180	147	200
		Net Growth	-18	93	255
E	Aruba Neth Antilles Venezuela	New Clubs	7	5	8
		Charter Members	269	126	204
		New Members	222	352	308
		Drops	127	116	77
		Net Growth	437	393	443
Total		New Clubs	15	19	28
		Charter Members	504	510	709
		New Members	702	942	1184
		Drops	1157	922	944
		Net Growth	199	672	1046

MD Wise Analysis

MD	GMT Area	CA 3	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
LA	Brazil	New Clubs	13	9	9	8	13
		Charter Members	393	244	233	215	375
		New Members	875	947	856	853	1200
		Drops	1092	1199	1460	1578	1354
		Net Growth	303	24	-278	-375	433
LB	Brazil	New Clubs	10	6	4	6	5
		Charter Members	254	145	146	188	162
		New Members	784	562	613	719	881
		Drops	1076	1237	1007	960	1019
		Net Growth	125	-331	-197	27	89
LC	Brazil	New Clubs	17	8	18	6	0
		Charter Members	426	211	487	170	0
		New Members	1637	1648	1725	1247	0
		Drops	1981	2016	2208	2567	0
		Net Growth	206	28	213	-1061	0
LD	Brazil	New Clubs	17	7	12	10	0
		Charter Members	432	229	317	287	0
		New Members	1708	1667	1663	1692	0
		Drops	1613	1760	2151	1963	0
		Net Growth	662	245	-80	135	0
Total		New Clubs	57	30	43	30	18
		Charter Members	1505	829	1183	860	537
		New Members	5004	4824	4857	4511	2081
		Drops	5762	6212	6826	7068	2373
		Net Growth	1296	-34	-342	-1274	522

June (Only) Results

MD	GMT Area	CA 3	Jun-14	Jun-15	Jun-16	Jun-17
LA	Brazil	New Clubs	2	4	2	4
		Charter Members	53	81	51	101
		New Members	178	64	146	518
		Drops	299	332	365	272
		Net Growth	-66	-182	-142	366
LB	Brazil	New Clubs	5	2	3	3
		Charter Members	101	55	91	76
		New Members	109	130	175	427
		Drops	218	178	137	153
		Net Growth	87	11	170	364
LC	Brazil	New Clubs	4	6	3	0
		Charter Members	98	168	85	0
		New Members	305	245	211	0
		Drops	267	405	516	0
		Net Growth	157	48	-191	0
LD	Brazil	New Clubs	4	7	6	0
		Charter Members	102	185	135	0
		New Members	324	298	372	0
		Drops	234	386	323	0
		Net Growth	209	124	198	0
Total		New Clubs	15	19	14	7
		Charter Members	354	489	362	177
		New Members	916	737	904	945
		Drops	1018	1301	1341	425
		Net Growth	387	1	35	730

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 3	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
LA	Brazil	New Clubs	6	6	6
		Charter Members	142	134	147
		New Members	363	327	321
		Drops	406	520	618
		Net Growth	104	-46	-110
LB	Brazil	New Clubs	5	2	3
		Charter Members	105	55	104
		New Members	258	309	340
		Drops	330	283	260
		Net Growth	151	92	230
LC	Brazil	New Clubs	5	13	5
		Charter Members	122	355	133
		New Members	734	709	525
		Drops	524	824	816
		Net Growth	376	299	-123
LD	Brazil	New Clubs	5	9	7
		Charter Members	158	227	182
		New Members	899	770	849
		Drops	492	646	634
		Net Growth	612	393	434
Total		New Clubs	21	30	21
		Charter Members	527	771	566
		New Members	2254	2115	2035
		Drops	1752	2273	2328
		Net Growth	1243	738	431

MD Wise Analysis

MD	GMT Area	CA 3	2012-2013	2013-2014	2014-2015	2015-2016
J	Uruguay	New Clubs	0	3	2	1
		Charter Members	0	70	49	26
		New Members	296	238	341	233
		Drops	174	350	280	343
		Net Growth	132	-24	138	-57
S	Bolivia	New Clubs	2	0	2	2
		Charter Members	23	26	64	46
		New Members	258	168	172	257
		Drops	242	248	248	276
		Net Growth	51	-37	15	59
O	Argentina	New Clubs	6	6	4	7
		Charter Members	150	150	97	153
		New Members	495	570	500	546
		Drops	732	804	826	763
		Net Growth	-48	-41	-170	-24
T	Chile	New Clubs	1	2	5	0
		Charter Members	28	51	138	5
		New Members	316	340	322	324
		Drops	344	384	416	391
		Net Growth	40	33	98	-40
M	Paraguay	New Clubs	6	5	7	5
		Charter Members	146	136	192	125
		New Members	235	323	187	296
		Drops	483	532	423	247
		Net Growth	-96	-54	-36	179
Total		New Clubs	15	16	20	15
		Charter Members	347	433	540	355
		New Members	1600	1639	1522	1656
		Drops	1975	2318	2193	2020
		Net Growth	79	-123	45	117

June (Only) Results

MD	GMT Area	CA 3	Jun-14	Jun-15	Jun-16
J	Uruguay	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	72	52	65
		Drops	65	40	62
		Net Growth	11	15	10
S	Bolivia	New Clubs	0	0	2
		Charter Members	0	0	44
		New Members	31	18	54
		Drops	15	28	78
		Net Growth	19	-8	27
O	Argentina	New Clubs	2	2	2
		Charter Members	57	41	45
		New Members	81	87	57
		Drops	144	151	132
		Net Growth	3	-19	-27
T	Chile	New Clubs	0	3	0
		Charter Members	0	80	1
		New Members	55	51	59
		Drops	62	53	75
		Net Growth	-4	86	-15
M	Paraguay	New Clubs	2	0	3
		Charter Members	48	0	79
		New Members	14	7	57
		Drops	84	61	48
		Net Growth	-20	-54	89
Total		New Clubs	4	5	7
		Charter Members	105	121	169
		New Members	253	215	292
		Drops	370	333	395
		Net Growth	9	20	84

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 3	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
J	Uruguay	New Clubs	0	0	1
		Charter Members	3	0	24
		New Members	116	147	113
		Drops	139	87	113
		Net Growth	-13	67	32
S	Bolivia	New Clubs	0	0	2
		Charter Members	1	19	45
		New Members	70	75	135
		Drops	39	36	84
		Net Growth	39	63	108
O	Argentina	New Clubs	4	4	2
		Charter Members	101	85	45
		New Members	227	241	214
		Drops	251	286	207
		Net Growth	96	46	57
T	Chile	New Clubs	0	4	0
		Charter Members	2	108	2
		New Members	89	94	95
		Drops	111	112	145
		Net Growth	-8	102	-41
M	Paraguay	New Clubs	2	2	4
		Charter Members	52	66	102
		New Members	87	34	99
		Drops	138	120	65
		Net Growth	13	-16	138
Total		New Clubs	6	10	9
		Charter Members	159	278	218
		New Members	589	591	656
		Drops	678	641	614
		Net Growth	127	262	294

MD Wise Analysis

MD	GMT Area	CA 3	2012-2013	2013-2014	2014-2015	2015-2016
NA	Undistricted	New Clubs	0	1	1	0
		Charter Members	0	42	50	1
		New Members	12	17	36	42
		Drops	13	169	83	76
		Net Growth	2	-70	20	-30
R	Dominican Republic	New Clubs	2	1	6	9
		Charter Members	56	36	150	227
		New Members	349	294	505	369
		Drops	551	481	444	454
		Net Growth	-63	-72	221	170
51	Puerto Rico U S Virgin Islands	New Clubs	1	2	1	1
		Charter Members	29	78	34	33
		New Members	419	404	384	373
		Drops	661	548	881	552
		Net Growth	-176	-11	-279	-121
60	Various	New Clubs	0	1	0	0
		Charter Members	1	26	4	0
		New Members	274	238	234	0
		Drops	237	292	353	0
		Net Growth	42	-18	-87	0
63	Various	New Clubs	0	0	0	1
		Charter Members	0	0	0	24
		New Members	0	42	69	41
		Drops	0	83	73	63
		Net Growth	0	-39	4	5
Total		NewCLubs	3	5	8	11
		CharterMembers	86	182	238	285
		NewMembers	1054	995	1228	825
		Drops	1462	1573	1834	1145
		NetGrowth	-195	-210	-121	24

June (Only) Results

MD	GMT Area	CA 3	Jun-14	Jun-15	Jun-16
NA	Undistricted	New Clubs	0	0	0
		Charter Members	0	0	1
		New Members	2	5	5
		Drops	68	44	23
		Net Growth	-66	-39	-17
R	Dominican Republic	New Clubs	0	2	5
		Charter Members	1	42	132
		New Members	49	55	61
		Drops	97	88	86
		Net Growth	-26	10	111
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0
		Charter Members	0	0	3
		New Members	60	50	41
		Drops	64	90	97
		Net Growth	-4	1	-51
60	Various	New Clubs	0	0	0
		Charter Members	0	1	0
		New Members	35	38	0
		Drops	70	89	0
		Net Growth	-33	-41	0
63	Various	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	4	16	6
		Drops	14	11	8
		Net Growth	-10	8	-2
Total		New Clubs	0	2	5
		Charter Members	1	43	136
		New Members	150	164	113
		Drops	313	322	214
		Net Growth	-139	-61	41

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 3	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
NA	Undistricted	New Clubs	1	0	0
		Charter Members	28	0	1
		New Members	2	11	6
		Drops	74	47	30
		Net Growth	-43	-36	-23
R	Dominican Republic	New Clubs	1	4	6
		Charter Members	24	92	155
		New Members	138	199	152
		Drops	136	162	124
		Net Growth	58	131	192
51	Puerto Rico U S Virgin Islands	New Clubs	1	0	1
		Charter Members	52	2	25
		New Members	124	120	134
		Drops	86	183	140
		Net Growth	93	-3	26
60	Various	New Clubs	1	0	0
		Charter Members	26	1	0
		New Members	86	101	0
		Drops	138	135	0
		Net Growth	-22	-22	0
63	Various	New Clubs	0	0	1
		Charter Members	0	0	23
		New Members	19	29	11
		Drops	22	19	14
		Net Growth	-3	13	20
Total		New Clubs	4	4	8
		Charter Members	130	95	204
		New Members	369	460	303
		Drops	456	546	308
		Net Growth	83	83	215

