

MD ANALYSIS

CA 1 October Analysis

GAT Constitutional Area 1 Leader: JEROME THOMPSON

July 2017 to October 2017 (4 months) Results

CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
New Clubs	29	28	17	43	30
Charter Members	1072	1010	782	1502	1041
New Members	10758	10945	9964	9664	8282
Drops	14505	14320	13866	13467	14501
Net Growth	-1166	-847	-1795	-902	-3840

October (Only Results)

CA 1	Oct-14	Oct-15	Oct-16	Oct-17
New Clubs	10	8	11	4
Charter Members	308	269	346	136
New Members	3878	2936	2818	2709
Drops	2946	2819	2652	3085
Net Growth	1527	641	745	-19

Statement for 2nd Quarter Results(previous 3 years)

CA 1	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
New Clubs	28	23	34
Charter Members	862	718	947
New Members	8047	6994	6676
Drops	11157	10424	10145
Net Growth	-1456	-2012	-1863

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
16	New Jersey	New Clubs	1	1	0	0	0
		Charter Members	21	34	7	1	4
		New Members	131	170	124	124	131
		Drops	212	145	209	218	188
		Net Growth	-30	71	-27	-79	-14
20	Bermuda New York	New Clubs	0	2	1	1	0
		Charter Members	7	61	39	32	8
		New Members	399	416	319	456	364
		Drops	546	493	550	550	532
		Net Growth	-76	58	-118	7	-109
22	Delaware District Of Columbia Maryland	New Clubs	1	0	0	2	0
		Charter Members	29	4	3	71	0
		New Members	205	150	164	186	151
		Drops	290	261	269	244	288
		Net Growth	-23	-82	-68	38	-114
23	Connecticut	New Clubs	0	0	0	1	2
		Charter Members	4	2	1	36	29
		New Members	103	151	117	119	79
		Drops	267	180	210	239	207
		Net Growth	-146	-10	-72	-67	-87
33	Massachusetts	New Clubs	0	0	0	0	0
		Charter Members	5	3	6	2	4
		New Members	237	256	213	197	155
		Drops	311	367	356	291	325
		Net Growth	-33	-85	-116	-65	-139
44	New Hampshire	New Clubs	0	0	1	0	0
		Charter Members	1	0	52	0	5
		New Members	68	83	64	75	49
		Drops	99	162	134	122	98
		Net Growth	-23	-70	-14	-38	-41
42	Rhode Island	New Clubs	0	0	0	0	0
		Charter Members	0	0	3	1	0
		New Members	34	24	26	20	24
		Drops	33	67	30	26	37
		Net Growth	4	-41	4	-5	-12
45	New York Vermont	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	18	21	17	31	19
		Drops	46	58	54	44	44
		Net Growth	-23	-37	-36	-9	-14
41	Maine	New Clubs	0	0	0	0	0
		Charter Members	0	0	4	0	0
		New Members	47	48	39	54	32
		Drops	64	55	52	59	59
		Net Growth	-10	0	-4	1	-25
Total	Mahesh Chitnis	New Clubs	2	3	2	4	2
		Charter Members	67	104	115	143	50
		New Members	1242	1319	1083	1262	1004
		Drops	1868	1788	1864	1793	1778
		Net Growth	-360	-196	-451	-217	-555

October (Only) Results

MD	GMT Area	CA 1	Oct-14	Oct-15	Oct-16	Oct-17
16	New Jersey	New Clubs	0	0	0	0
		Charter Members	10	0	0	0
		New Members	78	53	35	42
		Drops	43	27	51	42
		Net Growth	46	27	-12	1
20	Bermuda New York	New Clubs	1	0	0	0
		Charter Members	20	6	4	3
		New Members	198	92	154	152
		Drops	95	122	146	123
		Net Growth	135	-12	24	39
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	59	40	75	72
		Drops	37	42	60	75
		Net Growth	22	9	21	1
23	Connecticut	New Clubs	0	0	0	1
		Charter Members	0	0	3	0
		New Members	73	49	38	47
		Drops	37	64	48	49
		Net Growth	40	-5	-7	3
33	Massachusetts	New Clubs	0	0	0	0
		Charter Members	0	0	1	0
		New Members	104	72	64	100
		Drops	65	101	51	51
		Net Growth	43	-23	22	51
44	New Hampshire	New Clubs	0	0	0	0
		Charter Members	0	12	0	3
		New Members	40	34	26	22
		Drops	62	30	24	16
		Net Growth	-22	17	3	10
42	Rhode Island	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	13	6	8	8
		Drops	5	6	7	4
		Net Growth	9	2	1	4
45	New York Vermont	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	6	12	7	7
		Drops	15	9	7	3
		Net Growth	-9	3	1	7
41	Maine	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	17	14	22	17
		Drops	13	15	17	4
		Net Growth	7	-1	5	13
Total	Mahesh Chitnis	New Clubs	1	0	0	1
		Charter Members	30	18	8	6
		New Members	588	372	429	467
		Drops	372	416	411	367
		Net Growth	271	17	58	129

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
16	New Jersey	New Clubs	1	0	0
		Charter Members	36	0	0
		New Members	149	100	103
		Drops	180	188	168
		Net Growth	6	-78	-48
20	Bermuda New York	New Clubs	2	1	1
		Charter Members	61	34	28
		New Members	394	368	389
		Drops	473	487	482
		Net Growth	13	-62	-36
22	Delaware District Of Columbia Maryland	New Clubs	1	0	0
		Charter Members	20	1	16
		New Members	141	123	161
		Drops	215	168	161
		Net Growth	-50	-26	28
23	Connecticut	New Clubs	0	0	0
		Charter Members	2	1	11
		New Members	135	111	90
		Drops	202	136	135
		Net Growth	-53	-9	-30
33	Massachusetts	New Clubs	0	0	1
		Charter Members	1	2	25
		New Members	245	153	153
		Drops	226	224	195
		Net Growth	31	-59	-1
44	New Hampshire	New Clubs	1	0	0
		Charter Members	25	17	0
		New Members	90	65	63
		Drops	111	65	68
		Net Growth	8	19	-1
42	Rhode Island	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	31	15	22
		Drops	16	29	19
		Net Growth	16	-10	4
45	New York Vermont	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	27	26	16
		Drops	32	30	49
		Net Growth	-4	-4	-31
41	Maine	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	41	44	39
		Drops	49	57	65
		Net Growth	-3	-11	-22
Total	Mahesh Chitnis	New Clubs	5	1	2
		Charter Members	145	55	80
		New Members	1253	1005	1036
		Drops	1504	1384	1342
		Net Growth	-36	-240	-137

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
13	Ohio	New Clubs	2	1	0	2	0
		Charter Members	49	25	1	55	9
		New Members	344	337	297	266	210
		Drops	477	458	464	484	430
		Net Growth	-25	-57	-136	-135	-169
14	Pennsylvania	New Clubs	0	1	2	0	6
		Charter Members	7	31	62	4	176
		New Members	493	465	411	419	401
		Drops	907	827	737	602	722
		Net Growth	-332	-262	-197	-139	-77
24	Virginia	New Clubs	0	0	0	1	1
		Charter Members	1	2	3	21	105
		New Members	207	240	204	165	221
		Drops	309	278	291	323	312
		Net Growth	-71	-8	-55	-104	53
29	West Virginia	New Clubs	0	0	0	0	0
		Charter Members	14	1	1	1	0
		New Members	106	133	139	83	71
		Drops	163	162	155	138	173
		Net Growth	-28	-15	-7	-42	-87
Total	Cindy Gregg	New Clubs	2	2	2	3	7
		Charter Members	71	59	67	81	290
		New Members	1150	1175	1051	933	903
		Drops	1856	1725	1647	1547	1637
		Net Growth	-456	-342	-395	-420	-280

October (Only) Results

MD	GMT Area	CA 1	Oct-14	Oct-15	Oct-16	Oct-17
13	Ohio	New Clubs	1	0	1	0
		Charter Members	21	0	32	2
		New Members	144	93	98	62
		Drops	115	132	127	117
		Net Growth	60	-32	11	-36
14	Pennsylvania	New Clubs	0	1	0	1
		Charter Members	4	35	1	56
		New Members	191	130	139	122
		Drops	160	157	124	133
		Net Growth	52	14	26	57
24	Virginia	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	94	67	51	66
		Drops	57	54	79	76
		Net Growth	44	23	-17	-8
29	West Virginia	New Clubs	0	0	0	0
		Charter Members	0	0	1	0
		New Members	56	24	18	24
		Drops	22	18	16	22
		Net Growth	40	6	5	3
Total	Cindy Gregg	New Clubs	1	1	1	1
		Charter Members	25	35	34	58
		New Members	485	314	306	274
		Drops	354	361	346	348
		Net Growth	196	11	25	16

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
13	Ohio	New Clubs	1	0	1
		Charter Members	29	4	32
		New Members	264	222	224
		Drops	351	368	309
		Net Growth	-28	-115	-35
14	Pennsylvania	New Clubs	0	2	2
		Charter Members	6	84	47
		New Members	394	333	318
		Drops	543	507	514
		Net Growth	-113	-70	-116
24	Virginia	New Clubs	0	0	0
		Charter Members	1	1	1
		New Members	168	153	129
		Drops	193	188	218
		Net Growth	3	-19	-67
29	West Virginia	New Clubs	0	0	0
		Charter Members	0	0	2
		New Members	92	86	70
		Drops	134	98	131
		Net Growth	-30	-6	-51
Total	Cindy Gregg	New Clubs	1	2	3
		Charter Members	36	89	82
		New Members	918	794	741
		Drops	1221	1161	1172
		Net Growth	-168	-210	-269

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
1	Illinois	New Clubs	1	1	1	1	1
		Charter Members	23	30	40	31	40
		New Members	413	420	436	344	328
		Drops	578	519	482	503	506
		Net Growth	-82	-8	55	-59	-98
11	Michigan	New Clubs	0	0	1	1	0
		Charter Members	1	5	37	22	4
		New Members	320	245	254	304	280
		Drops	377	429	396	339	491
		Net Growth	-5	-144	-71	25	-159
25	Indiana	New Clubs	0	0	0	1	0
		Charter Members	13	3	8	41	3
		New Members	275	336	279	283	233
		Drops	425	385	413	378	435
		Net Growth	-94	5	-74	-23	-166
43	Kentucky	New Clubs	0	0	0	1	0
		Charter Members	2	1	5	25	3
		New Members	242	248	160	173	109
		Drops	199	232	247	279	284
		Net Growth	79	49	-63	-45	-151
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	3
		New Members	33	34	52	34	23
		Drops	71	54	50	58	43
		Net Growth	-35	-13	6	-22	-13
Total	Steve Anton	New Clubs	1	1	2	4	1
		Charter Members	39	39	90	119	53
		New Members	1283	1283	1181	1138	973
		Drops	1650	1619	1588	1557	1759
		Net Growth	-137	-111	-147	-124	-587

October (Only) Results

MD	GMT Area	CA 1	Oct-14	Oct-15	Oct-16	Oct-17
1	Illinois	New Clubs	0	1	0	0
		Charter Members	0	39	0	2
		New Members	151	137	104	128
		Drops	121	97	88	118
		Net Growth	38	93	21	19
11	Michigan	New Clubs	0	1	0	0
		Charter Members	0	35	0	2
		New Members	98	86	121	111
		Drops	77	114	79	140
		Net Growth	31	15	56	-15
25	Indiana	New Clubs	0	0	0	0
		Charter Members	1	7	14	0
		New Members	101	78	67	71
		Drops	76	92	70	88
		Net Growth	32	1	14	-10
43	Kentucky	New Clubs	0	0	0	0
		Charter Members	0	0	3	1
		New Members	94	51	42	22
		Drops	50	28	67	38
		Net Growth	46	25	-16	-11
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	11	17	11	9
		Drops	12	22	9	18
		Net Growth	0	-5	2	-9
Total	Steve Anton	New Clubs	0	2	0	0
		Charter Members	1	81	17	5
		New Members	455	369	345	341
		Drops	336	353	313	402
		Net Growth	147	129	77	-26

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
1	Illinois	New Clubs	0	3	1
		Charter Members	2	108	24
		New Members	325	277	242
		Drops	488	342	416
		Net Growth	-134	68	-128
11	Michigan	New Clubs	0	3	0
		Charter Members	1	82	3
		New Members	264	202	251
		Drops	387	388	408
		Net Growth	-86	-88	-125
25	Indiana	New Clubs	0	0	1
		Charter Members	1	8	36
		New Members	200	195	174
		Drops	317	285	311
		Net Growth	-97	-48	-91
43	Kentucky	New Clubs	0	0	1
		Charter Members	0	0	25
		New Members	168	108	64
		Drops	200	159	161
		Net Growth	-28	-45	-56
10	Michigan	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	27	37	20
		Drops	22	58	54
		Net Growth	8	-20	-31
Total	Steve Anton	New Clubs	0	6	3
		Charter Members	4	198	88
		New Members	984	819	751
		Drops	1414	1232	1350
		Net Growth	-337	-133	-431

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
5	North Dakota South Dakota	New Clubs	0	0	0	0	0
		Charter Members	0	1	0	1	0
		New Members	126	139	133	136	92
		Drops	192	164	188	159	238
		Net Growth	-53	-9	-48	-9	-123
5M	Minnesota	New Clubs	1	0	0	3	2
		Charter Members	31	8	14	81	46
		New Members	534	438	451	404	429
		Drops	593	529	611	544	563
		Net Growth	15	-29	-108	5	-42
9	Iowa	New Clubs	1	0	0	1	0
		Charter Members	33	5	1	23	1
		New Members	211	230	187	250	204
		Drops	256	336	272	311	282
		Net Growth	12	-85	-63	-15	-48
27	Wisconsin	New Clubs	0	1	0	0	1
		Charter Members	0	25	1	1	23
		New Members	540	503	535	492	418
		Drops	600	589	580	592	592
		Net Growth	-6	0	14	-45	-90
Total	Michael Molenda	New Clubs	2	1	0	4	3
		Charter Members	64	39	16	106	70
		New Members	1411	1310	1306	1282	1143
		Drops	1641	1618	1651	1606	1675
		Net Growth	-32	-123	-205	-64	-303

October (Only) Results

MD	GMT Area	CA 1	Oct-14	Oct-15	Oct-16	Oct-17
5	North Dakota South Dakota	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	51	47	60	36
		Drops	48	56	38	68
		Net Growth	5	-7	25	-30
5M	Minnesota	New Clubs	0	0	1	1
		Charter Members	0	0	22	24
		New Members	171	134	113	138
		Drops	140	147	106	130
		Net Growth	44	-6	42	44
9	Iowa	New Clubs	0	0	0	0
		Charter Members	2	0	0	1
		New Members	70	46	43	47
		Drops	67	57	69	75
		Net Growth	9	-9	-23	-21
27	Wisconsin	New Clubs	1	0	0	0
		Charter Members	24	0	0	0
		New Members	155	205	155	139
		Drops	146	151	176	159
		Net Growth	48	66	-12	-7
Total	Michael Molenda	New Clubs	1	0	1	1
		Charter Members	26	0	22	25
		New Members	447	432	371	360
		Drops	401	411	389	432
		Net Growth	106	44	32	-14

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
5	North Dakota South Dakota	New Clubs	0	0	0
		Charter Members	0	0	1
		New Members	117	92	114
		Drops	167	186	138
		Net Growth	-45	-89	-17
5M	Minnesota	New Clubs	1	1	3
		Charter Members	31	26	66
		New Members	419	360	322
		Drops	443	448	402
		Net Growth	39	-37	14
9	Iowa	New Clubs	0	0	0
		Charter Members	2	1	0
		New Members	136	131	142
		Drops	266	243	250
		Net Growth	-116	-100	-97
27	Wisconsin	New Clubs	1	0	0
		Charter Members	30	1	0
		New Members	339	414	356
		Drops	451	408	438
		Net Growth	-15	41	-60
Total	Michael Molenda	New Clubs	2	1	3
		Charter Members	63	28	67
		New Members	1011	997	934
		Drops	1327	1285	1228
		Net Growth	-137	-185	-160

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
12	Tennessee	New Clubs	3	0	0	1	1
		Charter Members	80	1	6	32	50
		New Members	350	239	277	190	129
		Drops	347	278	302	257	262
		Net Growth	100	-18	-1	-12	-64
18	Georgia	New Clubs	2	1	0	0	1
		Charter Members	49	28	5	1	26
		New Members	197	209	185	144	86
		Drops	295	307	269	266	208
		Net Growth	-11	-50	-45	-105	-86
30	Mississippi	New Clubs	0	0	0	1	1
		Charter Members	15	0	3	36	27
		New Members	88	128	90	67	97
		Drops	106	99	130	110	140
		Net Growth	6	36	-28	9	-10
31	North Carolina	New Clubs	0	0	0	1	0
		Charter Members	0	4	3	44	3
		New Members	190	205	151	208	156
		Drops	312	280	278	278	266
		Net Growth	-81	-27	-103	14	-84
32	South Carolina	New Clubs	0	1	0	2	0
		Charter Members	1	29	5	55	0
		New Members	130	112	121	92	86
		Drops	224	185	173	146	143
		Net Growth	-70	-30	-31	15	-43
34	Alabama	New Clubs	0	1	1	0	0
		Charter Members	4	30	28	9	1
		New Members	153	113	112	104	90
		Drops	183	174	111	167	171
		Net Growth	8	-13	44	-43	-67
35	Bahamas Florida	New Clubs	0	1	1	2	1
		Charter Members	7	38	51	88	29
		New Members	311	308	245	214	161
		Drops	317	324	273	372	365
		Net Growth	61	106	87	4	-128
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	2
		New Members	0	0	0	0	22
		Drops	0	0	0	0	260
		Net Growth	0	0	0	0	-227
60	Various	New Clubs	0	0	0	0	0
		Charter Members	0	0	12	1	0
		New Members	0	0	45	74	48
		Drops	0	0	58	86	69
		Net Growth	0	0	19	-6	-17
Total	Stacey Jones	New Clubs	5	4	2	7	4
		Charter Members	156	130	113	266	138
		New Members	1419	1314	1226	1093	875
		Drops	1784	1647	1594	1682	1884
		Net Growth	13	4	-58	-124	-726

October (Only) Results

MD	GMT Area	CA 1	Oct-14	Oct-15	Oct-16	Oct-17
12	Tennessee	New Clubs	0	0	1	0
		Charter Members	0	0	25	1
		New Members	69	113	70	40
		Drops	65	70	56	61
		Net Growth	7	50	44	-16
18	Georgia	New Clubs	1	0	0	0
		Charter Members	26	1	0	0
		New Members	46	53	19	24
		Drops	44	43	29	46
		Net Growth	33	16	-9	-19
30	Mississippi	New Clubs	0	0	0	0
		Charter Members	0	3	3	0
		New Members	48	27	26	22
		Drops	22	21	21	50
		Net Growth	30	12	10	-26
31	North Carolina	New Clubs	0	0	0	0
		Charter Members	0	1	7	0
		New Members	56	37	34	44
		Drops	40	78	45	53
		Net Growth	20	-36	-1	-1
32	South Carolina	New Clubs	1	0	1	0
		Charter Members	20	0	23	0
		New Members	51	31	34	24
		Drops	53	26	13	32
		Net Growth	19	9	44	-7
34	Alabama	New Clubs	0	1	0	0
		Charter Members	2	25	1	0
		New Members	38	33	41	30
		Drops	26	16	31	32
		Net Growth	17	42	12	2
35	Bahamas Florida	New Clubs	1	0	0	0
		Charter Members	28	1	1	0
		New Members	125	71	58	51
		Drops	60	43	39	67
		Net Growth	110	44	27	-5
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	0	0
		Drops	0	0	0	1
		Net Growth	0	0	0	-1
60	Various	New Clubs	0	0	0	0
		Charter Members	0	0	1	0
		New Members	0	15	38	25
		Drops	0	18	17	13
		Net Growth	0	-2	23	12
Total	Stacey Jones	New Clubs	3	1	2	0
		Charter Members	76	31	61	1
		New Members	433	380	320	260
		Drops	310	315	251	355
		Net Growth	236	135	150	-61

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
12	Tennessee	New Clubs	0	0	2
		Charter Members	0	0	50
		New Members	131	162	157
		Drops	292	225	248
		Net Growth	-154	-51	-29
18	Georgia	New Clubs	1	0	0
		Charter Members	28	2	0
		New Members	114	121	84
		Drops	188	158	176
		Net Growth	-33	-23	-88
30	Mississippi	New Clubs	0	0	0
		Charter Members	0	4	3
		New Members	76	71	55
		Drops	82	63	78
		Net Growth	-1	27	-17
31	North Carolina	New Clubs	0	0	1
		Charter Members	4	1	27
		New Members	130	107	100
		Drops	235	233	175
		Net Growth	-87	-117	-32
32	South Carolina	New Clubs	1	0	1
		Charter Members	20	2	31
		New Members	101	84	79
		Drops	174	90	90
		Net Growth	-29	6	36
34	Alabama	New Clubs	1	3	0
		Charter Members	26	78	1
		New Members	81	60	56
		Drops	124	112	142
		Net Growth	-13	32	-81
35	Bahamas Florida	New Clubs	2	0	0
		Charter Members	55	3	4
		New Members	232	156	141
		Drops	334	307	290
		Net Growth	2	-98	-106
60	Various	New Clubs	0	0	0
		Charter Members	0	0	1
		New Members	0	64	66
		Drops	0	53	69
		Net Growth	0	15	0
Total	Stacey Jones	New Clubs	5	3	4
		Charter Members	133	90	117
		New Members	865	825	738
		Drops	1429	1241	1268
		Net Growth	-315	-209	-317

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
2	Texas	New Clubs	12	4	3	8	4
		Charter Members	360	155	143	219	133
		New Members	1146	1255	1143	1152	972
		Drops	1730	1743	1555	1556	1724
		Net Growth	-74	-151	-155	-57	-491
3	Oklahoma	New Clubs	0	2	0	0	0
		Charter Members	0	51	1	1	8
		New Members	189	185	143	114	100
		Drops	229	211	162	196	200
		Net Growth	-22	40	-8	-61	-74
7	Arkansas	New Clubs	1	1	1	0	1
		Charter Members	35	34	25	0	25
		New Members	100	153	108	94	118
		Drops	154	203	209	165	181
		Net Growth	-14	15	-61	-52	-14
8	Louisiana	New Clubs	0	1	0	0	0
		Charter Members	7	59	9	0	2
		New Members	170	198	180	136	121
		Drops	169	213	195	180	169
		Net Growth	23	71	8	-31	-30
26	Missouri	New Clubs	0	0	0	1	1
		Charter Members	9	1	3	22	27
		New Members	313	292	294	300	232
		Drops	485	392	321	324	373
		Net Growth	-122	-60	-3	37	-87
Total	Joe Al Picone	New Clubs	13	8	4	9	6
		Charter Members	411	300	181	242	195
		New Members	1918	2083	1868	1796	1543
		Drops	2767	2762	2442	2421	2647
		Net Growth	-209	-85	-219	-164	-696

October (Only) Results

MD	GMT Area	CA 1	Oct-14	Oct-15	Oct-16	Oct-17
2	Texas	New Clubs	1	1	3	1
		Charter Members	55	27	68	34
		New Members	423	285	345	303
		Drops	354	271	347	361
		Net Growth	160	73	94	-5
3	Oklahoma	New Clubs	0	0	0	0
		Charter Members	3	0	0	0
		New Members	66	52	21	37
		Drops	33	34	31	49
		Net Growth	38	19	-9	-8
7	Arkansas	New Clubs	0	1	0	0
		Charter Members	0	23	0	1
		New Members	36	26	24	38
		Drops	22	35	27	36
		Net Growth	19	16	0	4
8	Louisiana	New Clubs	0	0	0	0
		Charter Members	5	0	0	0
		New Members	54	41	22	19
		Drops	30	41	28	30
		Net Growth	32	1	-4	-9
26	Missouri	New Clubs	0	0	1	0
		Charter Members	0	2	20	3
		New Members	74	62	68	89
		Drops	64	60	62	117
		Net Growth	15	13	38	-19
Total	Joe Al Picone	New Clubs	1	2	4	1
		Charter Members	63	52	88	38
		New Members	653	466	480	486
		Drops	503	441	495	593
		Net Growth	264	122	119	-37

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
2	Texas	New Clubs	6	3	6
		Charter Members	213	79	154
		New Members	828	745	721
		Drops	1373	1237	1277
		Net Growth	-260	-346	-346
3	Oklahoma	New Clubs	0	0	0
		Charter Members	3	0	0
		New Members	119	98	64
		Drops	143	135	109
		Net Growth	-16	-30	-40
7	Arkansas	New Clubs	1	1	0
		Charter Members	25	24	0
		New Members	66	50	70
		Drops	78	134	113
		Net Growth	22	-55	-33
8	Louisiana	New Clubs	1	0	0
		Charter Members	45	0	2
		New Members	90	97	59
		Drops	200	165	129
		Net Growth	-54	-63	-57
26	Missouri	New Clubs	0	0	2
		Charter Members	0	2	47
		New Members	183	138	165
		Drops	279	339	209
		Net Growth	-76	-166	25
Total	Joe Al Picone	New Clubs	8	4	8
		Charter Members	286	105	203
		New Members	1286	1128	1079
		Drops	2073	2010	1837
		Net Growth	-384	-660	-451

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
6	Colorado	New Clubs	0	1	0	1	0
		Charter Members	0	25	0	21	0
		New Members	130	116	90	97	65
		Drops	149	293	159	125	116
		Net Growth	-10	-109	-56	6	-39
17	Kansas	New Clubs	0	1	0	0	1
		Charter Members	1	26	1	0	22
		New Members	142	161	138	145	121
		Drops	219	218	206	201	215
		Net Growth	-63	-11	-52	-32	-56
21	Arizona California	New Clubs	0	3	0	0	0
		Charter Members	16	76	27	5	12
		New Members	210	137	216	171	113
		Drops	199	194	205	177	181
		Net Growth	76	30	72	47	-25
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	22	32	27	40	31
		Drops	45	59	40	42	40
		Net Growth	-19	-25	-11	-1	-7
38	Nebraska	New Clubs	0	0	0	0	0
		Charter Members	1	1	0	0	0
		New Members	73	100	82	67	59
		Drops	105	107	109	96	156
		Net Growth	-22	1	-16	-23	-90
40	Arizona New Mexico	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	2
		New Members	57	44	47	45	33
		Drops	54	87	79	55	62
		Net Growth	9	-37	-24	-2	-22
15	Wyoming	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	12	30	21	18	16
		Drops	32	44	42	43	29
		Net Growth	-13	-13	-16	-20	-13
Total	William Phillipi	New Clubs	0	5	0	1	1
		Charter Members	18	128	28	26	36
		New Members	646	620	621	583	438
		Drops	803	1002	840	739	799
		Net Growth	-42	-164	-103	-25	-252

October (Only) Results

MD	GMT Area	CA 1	Oct-14	Oct-15	Oct-16	Oct-17
6	Colorado	New Clubs	1	0	0	0
		Charter Members	25	0	0	0
		New Members	58	35	28	6
		Drops	73	31	30	37
		Net Growth	15	5	2	-30
17	Kansas	New Clubs	1	0	0	0
		Charter Members	25	0	0	0
		New Members	62	55	42	36
		Drops	70	19	36	36
		Net Growth	23	40	8	0
21	Arizona California	New Clubs	0	0	0	0
		Charter Members	0	0	1	1
		New Members	57	72	39	42
		Drops	27	40	29	31
		Net Growth	34	40	20	18
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	12	13	8	13
		Drops	11	18	14	11
		Net Growth	2	-5	-6	2
38	Nebraska	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	25	23	16	14
		Drops	21	25	19	63
		Net Growth	8	-2	-2	-49
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	13	12	15	5
		Drops	21	6	14	8
		Net Growth	-7	6	2	-2
15	Wyoming	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	15	4	11	2
		Drops	22	5	18	3
		Net Growth	-7	-1	-7	-1
Total	William Phillipi	New Clubs	2	0	0	0
		Charter Members	50	0	1	1
		New Members	242	214	159	118
		Drops	245	144	160	189
		Net Growth	68	83	17	-62

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
6	Colorado	New Clubs	1	0	0
		Charter Members	25	0	0
		New Members	114	62	66
		Drops	159	91	95
		Net Growth	-12	-25	-18
17	Kansas	New Clubs	1	0	0
		Charter Members	27	0	1
		New Members	122	99	121
		Drops	208	124	170
		Net Growth	-42	-15	-36
21	Arizona California	New Clubs	0	1	0
		Charter Members	4	21	4
		New Members	137	141	100
		Drops	122	169	132
		Net Growth	35	15	-8
28	Utah	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	35	51	30
		Drops	51	66	45
		Net Growth	-14	-15	-15
38	Nebraska	New Clubs	0	0	0
		Charter Members	1	0	0
		New Members	74	78	40
		Drops	95	95	53
		Net Growth	-15	-12	-11
40	Arizona New Mexico	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	36	21	36
		Drops	54	42	30
		Net Growth	-15	-19	8
15	Wyoming	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	34	14	18
		Drops	46	31	65
		Net Growth	-7	-14	-45
Total	William Phillipi	New Clubs	2	1	0
		Charter Members	57	21	5
		New Members	552	466	411
		Drops	735	618	590
		Net Growth	-70	-85	-125

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
4	California	New Clubs	4	2	3	8	6
		Charter Members	232	131	110	418	199
		New Members	920	1097	972	1014	827
		Drops	1094	1088	1134	1191	1312
		Net Growth	186	260	67	400	-106
19	British Columbia Idaho Washington	New Clubs	0	0	0	0	0
		Charter Members	7	6	2	2	1
		New Members	231	196	198	172	195
		Drops	370	381	337	332	347
		Net Growth	-77	-113	-106	-119	-117
36	California Oregon	New Clubs	0	1	1	1	0
		Charter Members	4	35	27	23	1
		New Members	127	153	127	86	111
		Drops	196	215	233	208	181
		Net Growth	-46	9	-58	-79	-53
37	Alberta Montana	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	62	56	0	0	0
		Drops	69	70	0	0	0
		Net Growth	-1	-4	0	0	0
39	Idaho Oregon	New Clubs	0	0	0	0	0
		Charter Members	0	10	1	0	1
		New Members	36	51	46	39	30
		Drops	52	63	85	53	68
		Net Growth	-11	4	-29	-12	-30
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	1	0	0
		Charter Members	0	3	32	0	2
		New Members	152	124	89	97	101
		Drops	183	104	198	127	178
		Net Growth	-13	40	-66	-13	-65
50	Hawaii	New Clubs	0	0	0	0	0
		Charter Members	1	2	0	1	0
		New Members	100	104	105	79	41
		Drops	75	111	104	77	79
		Net Growth	33	8	7	13	-25
46	California Nevada	New Clubs	0	1	0	0	0
		Charter Members	2	24	0	27	5
		New Members	61	60	40	58	48
		Drops	97	127	82	65	98
		Net Growth	-14	-34	-21	31	-38
37	Montana	New Clubs	0	0	0	2	0
		Charter Members	0	0	0	48	0
		New Members	0	0	51	32	50
		Drops	0	0	67	69	59
		Net Growth	0	0	-11	15	-7
Total	Howard Hudson	New Clubs	4	4	5	11	6
		Charter Members	246	211	172	519	209
		New Members	1689	1841	1628	1577	1403
		Drops	2136	2159	2240	2122	2322
		Net Growth	57	170	-217	236	-441

October (Only) Results

MD	GMT Area	CA 1	Oct-14	Oct-15	Oct-16	Oct-17
4	California	New Clubs	1	1	1	0
		Charter Members	34	27	65	2
		New Members	357	212	248	232
		Drops	202	176	131	230
		Net Growth	212	85	199	23
19	British Columbia Idaho Washington	New Clubs	0	0	0	0
		Charter Members	0	0	2	0
		New Members	62	82	44	71
		Drops	63	56	43	64
		Net Growth	5	30	9	13
36	California Oregon	New Clubs	0	1	0	0
		Charter Members	0	25	0	0
		New Members	48	27	22	28
		Drops	51	56	39	24
		Net Growth	3	0	-13	7
37	Alberta Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	19	0	0	0
		Drops	21	0	0	0
		Net Growth	2	0	0	0
39	Idaho Oregon	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	22	11	13	14
		Drops	13	10	11	12
		Net Growth	10	3	3	3
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	0	0
		Charter Members	3	0	0	0
		New Members	23	17	47	21
		Drops	29	44	26	26
		Net Growth	3	-27	21	-5
50	Hawaii	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	24	19	12	9
		Drops	11	15	15	10
		Net Growth	15	5	-3	0
46	California Nevada	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	20	5	10	10
		Drops	35	11	4	15
		Net Growth	-11	-3	8	-5
37	Montana	New Clubs	0	0	2	0
		Charter Members	0	0	48	0
		New Members	0	16	12	18
		Drops	0	10	18	18
		Net Growth	0	7	43	0
Total	Howard Hudson	New Clubs	1	2	3	0
		Charter Members	37	52	115	2
		New Members	575	389	408	403
		Drops	425	378	287	399
		Net Growth	239	100	267	36

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 2nd Qtr	2015-2016 2nd Qtr	2016-2017 2nd Qtr
4	California	New Clubs	4	4	6
		Charter Members	114	104	181
		New Members	664	519	573
		Drops	732	781	675
		Net Growth	105	-96	120
19	British Columbia Idaho Washington	New Clubs	0	0	0
		Charter Members	0	0	2
		New Members	155	159	111
		Drops	234	214	189
		Net Growth	-57	-36	-62
36	California Oregon	New Clubs	1	1	0
		Charter Members	21	27	5
		New Members	113	72	85
		Drops	133	137	165
		Net Growth	18	-29	-64
37	Alberta Montana	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	67	0	0
		Drops	90	0	0
		Net Growth	-14	0	0
39	Idaho Oregon	New Clubs	0	0	2
		Charter Members	0	0	43
		New Members	46	30	37
		Drops	40	37	33
		Net Growth	10	-5	49
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	0
		Charter Members	3	0	3
		New Members	51	58	85
		Drops	73	168	109
		Net Growth	-10	-105	-5
50	Hawaii	New Clubs	0	0	1
		Charter Members	0	1	21
		New Members	43	32	28
		Drops	36	50	106
		Net Growth	10	-13	-53
46	California Nevada	New Clubs	0	0	0
		Charter Members	0	0	1
		New Members	39	41	38
		Drops	116	68	42
		Net Growth	-71	-21	0
37	Montana	New Clubs	0	0	2
		Charter Members	0	0	49
		New Members	0	49	29
		Drops	0	38	39
		Net Growth	0	15	42
Total	Howard Hudson	New Clubs	5	5	11
		Charter Members	138	132	305
		New Members	1178	960	986
		Drops	1454	1493	1358
		Net Growth	-9	-290	27

