

MD ANALYSIS

CA 1 November Analysis

GAT Constitutional Area 1 Leader: JEROME THOMPSON

July 2017 to November 2017 (5 months) Results

CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
New Clubs	36	33	27	57	40
Charter Members	1323	1170	1084	1877	1336
New Members	13139	13424	12436	12008	10436
Drops	17418	17324	16679	16303	17186
Net Growth	-1177	-965	-1611	-797	-3855

November (Only Results)

CA 1	Nov-14	Nov-15	Nov-16	Nov-17
New Clubs	5	10	14	10
Charter Members	160	302	375	295
New Members	2479	2472	2344	2154
Drops	3004	2813	2836	2685
Net Growth	-118	184	105	-15

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	23	35	7	1	4
		New Members	145	216	152	173	159
		Drops	245	183	279	245	230
		Net Growth	-43	80	-65	-54	-27
20	Bermuda New York	New Clubs	0	2	2	1	1
		Charter Members	7	68	67	32	31
		New Members	523	514	501	614	450
		Drops	664	606	676	700	665
		Net Growth	-58	59	-28	18	-122
22	Delaware District Of Columbia Maryland	New Clubs	2	0	0	2	0
		Charter Members	50	4	4	86	0
		New Members	255	200	216	234	198
		Drops	364	316	322	284	347
		Net Growth	-16	-85	-61	63	-122
23	Connecticut	New Clubs	0	0	0	1	3
		Charter Members	4	3	2	42	51
		New Members	149	199	159	151	116
		Drops	341	222	242	281	265
		Net Growth	-171	1	-60	-68	-80
33	Massachusetts	New Clubs	0	0	0	1	0
		Charter Members	6	4	8	26	4
		New Members	286	353	271	260	207
		Drops	361	444	425	335	370
		Net Growth	-20	-62	-125	-17	-127
44	New Hampshire	New Clubs	0	1	1	0	0
		Charter Members	1	24	57	0	5
		New Members	93	104	88	105	75
		Drops	114	184	153	137	108
		Net Growth	-11	-46	-4	-20	-25
42	Rhode Island	New Clubs	0	0	0	0	0
		Charter Members	0	0	3	1	0
		New Members	42	40	35	30	33
		Drops	42	75	44	32	39
		Net Growth	5	-33	0	0	-4
45	New York Vermont	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	28	36	24	40	24
		Drops	56	65	69	58	46
		Net Growth	-23	-29	-44	-13	-10
41	Maine	New Clubs	0	0	0	0	0
		Charter Members	0	0	4	0	0
		New Members	75	64	53	65	55
		Drops	78	68	68	76	74
		Net Growth	6	4	-5	-1	-16
Total Mahesh Chitnis		New Clubs	3	4	3	5	4
		Charter Members	91	138	152	188	95
		New Members	1596	1726	1499	1672	1317
		Drops	2265	2163	2278	2148	2144
		Net Growth	-331	-111	-392	-92	-533

November (Only) Results

MD	GMT Area	CA 1	Nov-14	Nov-15	Nov-16	Nov-17
16	New Jersey	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	46	28	49	28
		Drops	38	70	27	42
		Net Growth	9	-38	25	-13
20	Bermuda New York	New Clubs	0	1	0	1
		Charter Members	7	28	0	23
		New Members	98	182	158	86
		Drops	113	126	150	133
		Net Growth	1	90	11	-13
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0	0
		Charter Members	0	1	15	0
		New Members	50	52	48	47
		Drops	55	53	40	59
		Net Growth	-3	7	25	-8
23	Connecticut	New Clubs	0	0	0	1
		Charter Members	1	1	6	22
		New Members	48	42	32	37
		Drops	42	32	42	58
		Net Growth	11	12	-1	7
33	Massachusetts	New Clubs	0	0	1	0
		Charter Members	1	2	24	0
		New Members	97	58	63	52
		Drops	77	69	44	45
		Net Growth	23	-9	48	12
44	New Hampshire	New Clubs	1	0	0	0
		Charter Members	24	5	0	0
		New Members	21	24	30	26
		Drops	22	19	15	10
		Net Growth	24	10	18	16
42	Rhode Island	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	16	9	10	9
		Drops	8	14	6	2
		Net Growth	8	-4	5	8
45	New York Vermont	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	15	7	9	5
		Drops	7	15	14	2
		Net Growth	8	-8	-4	4
41	Maine	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	16	14	11	23
		Drops	13	16	17	15
		Net Growth	4	-1	-2	9
Total	Mahesh Chitnis	New Clubs	1	1	1	2
		Charter Members	34	37	45	45
		New Members	407	416	410	313
		Drops	375	414	355	366
		Net Growth	85	59	125	22

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	1
		Charter Members	49	26	3	56	34
		New Members	447	412	386	344	285
		Drops	613	608	611	614	566
		Net Growth	-42	-116	-177	-180	-193
14	Pennsylvania	New Clubs	0	1	3	2	6
		Charter Members	10	31	111	50	192
		New Members	639	600	534	543	557
		Drops	1092	981	876	784	901
		Net Growth	-350	-275	-159	-133	-76
24	Virginia	New Clubs	0	0	0	1	2
		Charter Members	1	2	4	21	126
		New Members	265	287	253	218	274
		Drops	352	342	337	378	370
		Net Growth	-51	-13	-46	-100	70
29	West Virginia	New Clubs	0	0	0	0	0
		Charter Members	14	1	1	1	0
		New Members	127	151	178	108	94
		Drops	197	197	189	196	204
		Net Growth	-38	-28	1	-75	-91
Total	Cindy Gregg	New Clubs	2	2	3	5	9
		Charter Members	74	60	119	128	352
		New Members	1478	1450	1351	1213	1210
		Drops	2254	2128	2013	1972	2041
		Net Growth	-481	-432	-381	-488	-290

November (Only) Results

MD	GMT Area	CA 1	Nov-14	Nov-15	Nov-16	Nov-17
13	Ohio	New Clubs	0	0	0	1
		Charter Members	1	2	1	25
		New Members	75	89	78	75
		Drops	150	147	130	136
		Net Growth	-59	-41	-45	-24
14	Pennsylvania	New Clubs	0	1	2	0
		Charter Members	0	49	46	16
		New Members	135	123	124	156
		Drops	154	139	182	179
		Net Growth	-13	38	6	1
24	Virginia	New Clubs	0	0	0	1
		Charter Members	0	1	0	21
		New Members	47	49	53	53
		Drops	64	46	55	58
		Net Growth	-5	9	4	17
29	West Virginia	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	18	39	25	23
		Drops	35	34	58	31
		Net Growth	-13	8	-33	-4
Total	Cindy Gregg	New Clubs	0	1	2	2
		Charter Members	1	52	47	62
		New Members	275	300	280	307
		Drops	403	366	425	404
		Net Growth	-90	14	-68	-10

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	56	31	40
		New Members	542	511	523	418	392
		Drops	686	654	590	631	599
		Net Growth	-57	-42	54	-104	-121
11	Michigan	New Clubs	2	0	1	1	0
		Charter Members	46	5	39	23	49
		New Members	390	320	323	374	348
		Drops	478	534	511	438	547
		Net Growth	18	-163	-112	5	-92
25	Indiana	New Clubs	0	0	0	2	0
		Charter Members	13	3	9	61	3
		New Members	337	390	354	333	303
		Drops	492	464	482	452	487
		Net Growth	-94	-14	-54	-24	-134
43	Kentucky	New Clubs	0	0	0	2	0
		Charter Members	3	1	5	47	3
		New Members	282	305	201	189	130
		Drops	237	297	301	325	311
		Net Growth	85	42	-73	-47	-153
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	3
		New Members	37	44	61	42	27
		Drops	89	64	58	67	52
		Net Growth	-46	-11	7	-20	-17
Total	Steve Anton	New Clubs	3	1	2	6	1
		Charter Members	85	39	109	162	98
		New Members	1588	1570	1462	1356	1200
		Drops	1982	2013	1942	1913	1996
		Net Growth	-94	-188	-178	-190	-517

November (Only) Results

MD	GMT Area	CA 1	Nov-14	Nov-15	Nov-16	Nov-17
1	Illinois	New Clubs	0	0	0	0
		Charter Members	0	16	0	0
		New Members	91	87	74	64
		Drops	135	108	128	93
		Net Growth	-34	-1	-45	-23
11	Michigan	New Clubs	0	0	0	0
		Charter Members	0	2	1	45
		New Members	75	69	70	68
		Drops	105	115	99	56
		Net Growth	-19	-41	-20	67
25	Indiana	New Clubs	0	0	1	0
		Charter Members	0	1	20	0
		New Members	54	75	50	70
		Drops	79	69	74	52
		Net Growth	-19	20	-1	32
43	Kentucky	New Clubs	0	0	1	0
		Charter Members	0	0	22	0
		New Members	57	41	16	21
		Drops	65	54	46	27
		Net Growth	-7	-10	-2	-2
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	10	9	8	4
		Drops	10	8	9	9
		Net Growth	2	1	2	-4
Total	Steve Anton	New Clubs	0	0	2	0
		Charter Members	0	19	43	45
		New Members	287	281	218	227
		Drops	394	354	356	237
		Net Growth	-77	-31	-66	70

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	157	181	158	172	121
		Drops	240	182	219	192	289
		Net Growth	-68	17	-53	-5	-134
5M	Minnesota	New Clubs	1	1	1	4	2
		Charter Members	31	36	40	101	47
		New Members	647	582	590	522	557
		Drops	733	621	808	664	673
		Net Growth	-4	59	-134	31	-2
9	Iowa	New Clubs	1	0	0	1	0
		Charter Members	33	5	1	23	2
		New Members	257	273	244	312	248
		Drops	349	406	347	374	340
		Net Growth	-28	-111	-77	-11	-58
27	Wisconsin	New Clubs	0	1	0	0	2
		Charter Members	0	31	2	1	44
		New Members	643	600	650	610	542
		Drops	736	730	716	719	732
		Net Growth	-29	-6	10	-48	-77
Total	Michael Molenda	New Clubs	2	2	1	5	4
		Charter Members	64	73	43	126	93
		New Members	1704	1636	1642	1616	1468
		Drops	2058	1939	2090	1949	2034
		Net Growth	-129	-41	-254	-33	-271

November (Only) Results

MD	GMT Area	CA 1	Nov-14	Nov-15	Nov-16	Nov-17
5	North Dakota South Dakota	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	42	25	36	29
		Drops	18	31	33	51
		Net Growth	26	-5	4	-11
5M	Minnesota	New Clubs	1	1	1	0
		Charter Members	28	26	20	1
		New Members	144	139	118	128
		Drops	92	197	120	110
		Net Growth	88	-26	26	40
9	Iowa	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	43	57	62	44
		Drops	70	75	63	58
		Net Growth	-26	-14	4	-10
27	Wisconsin	New Clubs	0	0	0	1
		Charter Members	6	1	0	21
		New Members	97	115	118	124
		Drops	141	136	127	140
		Net Growth	-6	-4	-3	13
Total	Michael Molenda	New Clubs	1	1	1	1
		Charter Members	34	27	20	23
		New Members	326	336	334	325
		Drops	321	439	343	359
		Net Growth	82	-49	31	32

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	4	0	0	1	1
		Charter Members	137	1	6	34	50
		New Members	389	266	310	259	194
		Drops	441	399	351	348	347
		Net Growth	106	-110	-16	-29	-81
18	Georgia	New Clubs	2	1	0	0	1
		Charter Members	53	29	5	1	26
		New Members	241	255	232	187	105
		Drops	347	350	326	360	233
		Net Growth	-10	-41	-53	-155	-90
30	Mississippi	New Clubs	0	0	0	1	1
		Charter Members	16	0	3	36	28
		New Members	104	148	120	90	104
		Drops	126	109	136	123	152
		Net Growth	9	47	7	20	-12
31	North Carolina	New Clubs	0	0	0	1	1
		Charter Members	0	8	3	44	26
		New Members	234	245	176	245	185
		Drops	360	323	348	314	341
		Net Growth	-82	-21	-146	21	-101
32	South Carolina	New Clubs	0	1	0	2	0
		Charter Members	1	29	6	62	0
		New Members	177	137	147	122	123
		Drops	268	224	203	186	175
		Net Growth	-62	-40	-29	23	-34
34	Alabama	New Clubs	2	1	3	0	0
		Charter Members	44	33	80	9	1
		New Members	183	135	125	117	106
		Drops	222	209	136	203	185
		Net Growth	42	-23	86	-63	-65
35	Bahamas Florida	New Clubs	0	2	1	2	2
		Charter Members	14	63	51	88	51
		New Members	352	374	298	265	215
		Drops	430	425	324	451	429
		Net Growth	5	114	95	-14	-111
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	83	87	49
		Drops	0	0	78	93	81
		Net Growth	0	0	39	0	-27
Total	Stacey Jones	New Clubs	8	5	4	7	6
		Charter Members	265	163	166	275	184
		New Members	1680	1560	1491	1372	1103
		Drops	2194	2039	1902	2078	2203
		Net Growth	8	-74	-17	-197	-748

November (Only) Results

MD	GMT Area	CA 1	Nov-14	Nov-15	Nov-16	Nov-17
12	Tennessee	New Clubs	0	0	0	0
		Charter Members	0	0	2	0
		New Members	27	33	69	65
		Drops	121	49	91	85
		Net Growth	-92	-15	-17	-17
18	Georgia	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	46	47	43	19
		Drops	43	57	94	25
		Net Growth	9	-8	-50	-4
30	Mississippi	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	20	30	23	7
		Drops	10	6	13	12
		Net Growth	11	35	11	-2
31	North Carolina	New Clubs	0	0	0	1
		Charter Members	4	0	0	23
		New Members	40	25	37	29
		Drops	43	70	36	75
		Net Growth	6	-43	7	-17
32	South Carolina	New Clubs	0	0	0	0
		Charter Members	0	1	7	0
		New Members	25	26	30	37
		Drops	39	30	40	32
		Net Growth	-10	2	8	9
34	Alabama	New Clubs	0	2	0	0
		Charter Members	3	52	0	0
		New Members	22	13	13	16
		Drops	35	25	36	14
		Net Growth	-10	42	-20	2
35	Bahamas Florida	New Clubs	1	0	0	1
		Charter Members	25	0	0	22
		New Members	66	53	51	54
		Drops	101	51	79	64
		Net Growth	8	8	-18	17
60	Various	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	38	13	1
		Drops	0	20	7	12
		Net Growth	0	20	6	-10
Total	Stacey Jones	New Clubs	1	2	0	2
		Charter Members	33	53	9	46
		New Members	246	265	279	228
		Drops	392	308	396	319
		Net Growth	-78	41	-73	-22

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	5	5	10	7
		Charter Members	392	177	186	280	203
		New Members	1320	1526	1390	1401	1193
		Drops	1983	2096	1791	1829	1986
		Net Growth	-104	-192	-87	-1	-449
3	Oklahoma	New Clubs	0	2	0	0	0
		Charter Members	0	51	1	1	8
		New Members	238	219	167	143	144
		Drops	276	247	214	229	235
		Net Growth	-5	41	-30	-64	-62
7	Arkansas	New Clubs	1	1	1	0	1
		Charter Members	35	34	26	0	25
		New Members	131	168	123	117	129
		Drops	187	225	227	194	203
		Net Growth	-16	9	-60	-56	-25
8	Louisiana	New Clubs	1	1	0	0	0
		Charter Members	36	59	9	2	2
		New Members	196	217	218	164	146
		Drops	191	251	225	213	193
		Net Growth	58	56	16	-31	-29
26	Missouri	New Clubs	0	0	0	2	1
		Charter Members	11	1	3	49	27
		New Members	359	351	336	352	283
		Drops	561	466	412	389	459
		Net Growth	-146	-69	-40	54	-114
Total	Joe Al Picone	New Clubs	14	9	6	12	9
		Charter Members	474	322	225	332	265
		New Members	2244	2481	2234	2177	1895
		Drops	3198	3285	2869	2854	3076
		Net Growth	-213	-155	-201	-98	-679

November (Only) Results

MD	GMT Area	CA 1	Nov-14	Nov-15	Nov-16	Nov-17
2	Texas	New Clubs	1	2	2	3
		Charter Members	22	43	61	70
		New Members	271	247	249	221
		Drops	353	236	273	262
		Net Growth	-41	68	56	42
3	Oklahoma	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	34	24	29	44
		Drops	36	52	33	35
		Net Growth	1	-22	-3	12
7	Arkansas	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	15	15	23	11
		Drops	22	18	29	22
		Net Growth	-6	1	-4	-11
8	Louisiana	New Clubs	0	0	0	0
		Charter Members	0	0	2	0
		New Members	19	38	28	25
		Drops	38	30	33	24
		Net Growth	-15	8	0	1
26	Missouri	New Clubs	0	0	1	0
		Charter Members	0	0	27	0
		New Members	59	42	52	51
		Drops	74	91	65	86
		Net Growth	-9	-37	17	-27
Total	Joe Al Picone	New Clubs	1	2	3	3
		Charter Members	22	44	90	70
		New Members	398	366	381	352
		Drops	523	427	433	429
		Net Growth	-70	18	66	17

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	163	151	108	125	86
		Drops	182	343	187	155	149
		Net Growth	-4	-122	-65	4	-50
17	Kansas	New Clubs	0	1	0	0	1
		Charter Members	1	27	1	1	22
		New Members	178	188	175	190	149
		Drops	248	274	239	248	248
		Net Growth	-53	-32	-44	-24	-59
21	Arizona California	New Clubs	0	3	0	0	0
		Charter Members	17	76	28	6	13
		New Members	249	186	256	199	138
		Drops	239	213	254	209	220
		Net Growth	87	62	73	50	-35
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	58	44	56	58	32
		Drops	59	65	52	53	48
		Net Growth	3	-19	6	6	-14
38	Nebraska	New Clubs	0	0	0	0	0
		Charter Members	1	1	0	0	0
		New Members	99	139	116	85	75
		Drops	135	127	133	114	179
		Net Growth	-25	20	-2	-22	-95
40	Arizona New Mexico	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	2
		New Members	67	62	49	59	38
		Drops	66	96	85	66	66
		Net Growth	7	-28	-27	1	-19
15	Wyoming	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	26	42	26	22	19
		Drops	38	51	50	48	35
		Net Growth	-4	-5	-17	-19	-13
Total	William Phillipi	New Clubs	0	5	0	1	1
		Charter Members	19	129	29	28	37
		New Members	840	812	786	738	537
		Drops	967	1169	1000	893	945
		Net Growth	11	-124	-76	-4	-285

November (Only) Results

MD	GMT Area	CA 1	Nov-14	Nov-15	Nov-16	Nov-17
6	Colorado	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	35	18	28	21
		Drops	50	28	30	33
		Net Growth	-13	-9	-2	-11
17	Kansas	New Clubs	0	0	0	0
		Charter Members	1	0	1	0
		New Members	27	37	45	28
		Drops	56	33	47	33
		Net Growth	-21	8	8	-3
21	Arizona California	New Clubs	0	0	0	0
		Charter Members	0	1	1	1
		New Members	49	40	28	25
		Drops	19	49	32	39
		Net Growth	32	1	3	-10
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	12	29	18	1
		Drops	6	12	11	8
		Net Growth	6	17	7	-7
38	Nebraska	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	39	34	18	16
		Drops	20	24	18	23
		Net Growth	19	14	1	-5
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	18	2	14	5
		Drops	9	6	11	4
		Net Growth	9	-3	3	3
15	Wyoming	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	12	5	4	3
		Drops	7	8	5	6
		Net Growth	8	-1	1	0
Total	William Phillipi	New Clubs	0	0	0	0
		Charter Members	1	1	2	1
		New Members	192	165	155	99
		Drops	167	160	154	146
		Net Growth	40	27	21	-33

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	3	6	12	6
		Charter Members	237	166	177	508	202
		New Members	1067	1262	1161	1162	997
		Drops	1234	1303	1319	1373	1556
		Net Growth	213	262	159	465	-156
19	British Columbia Idaho Washington	New Clubs	0	0	0	0	0
		Charter Members	7	6	2	2	1
		New Members	296	255	235	203	251
		Drops	437	439	394	381	390
		Net Growth	-72	-105	-119	-134	-101
36	California Oregon	New Clubs	0	1	1	1	0
		Charter Members	4	35	29	24	1
		New Members	153	202	157	126	138
		Drops	267	250	259	238	225
		Net Growth	-86	28	-50	-62	-70
37	Alberta Montana	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	79	78	0	0	0
		Drops	86	100	0	0	0
		Net Growth	1	-9	0	0	0
39	Idaho Oregon	New Clubs	0	0	0	1	0
		Charter Members	0	10	1	23	1
		New Members	39	60	55	56	38
		Drops	65	73	93	63	84
		Net Growth	-20	5	-28	19	-38
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	1	0	0
		Charter Members	0	3	32	3	2
		New Members	174	144	109	119	117
		Drops	201	129	219	196	195
		Net Growth	-8	36	-63	-43	-64
50	Hawaii	New Clubs	0	0	0	0	0
		Charter Members	1	2	0	1	0
		New Members	124	119	115	84	49
		Drops	101	114	119	84	115
		Net Growth	32	20	4	12	-53
46	California Nevada	New Clubs	0	1	0	0	0
		Charter Members	2	24	0	28	5
		New Members	77	69	57	72	54
		Drops	109	180	94	83	118
		Net Growth	-8	-77	-16	29	-51
37	Montana	New Clubs	0	0	0	2	0
		Charter Members	0	0	0	49	0
		New Members	0	0	82	42	62
		Drops	0	0	88	78	64
		Net Growth	0	0	1	19	1
Total Howard Hudson		New Clubs	4	5	8	16	6
		Charter Members	251	246	241	638	212
		New Members	2009	2189	1971	1864	1706
		Drops	2500	2588	2585	2496	2747
		Net Growth	52	160	-112	305	-532

November (Only) Results

MD	GMT Area	CA 1	Nov-14	Nov-15	Nov-16	Nov-17
4	California	New Clubs	1	3	4	0
		Charter Members	35	67	90	3
		New Members	165	189	148	170
		Drops	215	185	182	244
		Net Growth	2	92	65	-50
19	British Columbia Idaho Washington	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	59	37	31	56
		Drops	58	57	49	43
		Net Growth	8	-13	-15	16
36	California Oregon	New Clubs	0	0	0	0
		Charter Members	0	2	1	0
		New Members	49	30	40	27
		Drops	35	26	30	44
		Net Growth	19	8	17	-17
37	Alberta Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	22	0	0	0
		Drops	30	0	0	0
		Net Growth	-5	0	0	0
39	Idaho Oregon	New Clubs	0	0	1	0
		Charter Members	0	0	23	0
		New Members	9	9	17	8
		Drops	10	8	10	16
		Net Growth	1	1	31	-8
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	0	0
		Charter Members	0	0	3	0
		New Members	20	20	22	16
		Drops	25	21	69	17
		Net Growth	-4	3	-30	1
50	Hawaii	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	15	10	5	8
		Drops	3	15	7	36
		Net Growth	12	-3	-1	-28
46	California Nevada	New Clubs	0	0	0	0
		Charter Members	0	0	1	0
		New Members	9	17	14	6
		Drops	53	12	18	20
		Net Growth	-43	5	-2	-13
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	0	1	0
		New Members	0	31	10	12
		Drops	0	21	9	5
		Net Growth	0	12	4	8
Total	Howard Hudson	New Clubs	1	3	5	0
		Charter Members	35	69	119	3
		New Members	348	343	287	303
		Drops	429	345	374	425
		Net Growth	-10	105	69	-91

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

