

# MD ANALYSIS

## CA 1 April Analysis

**GAT Constitutional Area 1 Leader: JEROME THOMPSON**

### July 2017 to April 2018 (10 months) Results

| CA 1                   | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|------------------------|-----------|-----------|-----------|-----------|-----------|
| <b>New Clubs</b>       | 91        | 93        | 69        | 120       | 95        |
| <b>Charter Members</b> | 3146      | 3057      | 2433      | 3749      | 3063      |
| <b>New Members</b>     | 24897     | 25597     | 24272     | 23376     | 21163     |
| <b>Drops</b>           | 34256     | 34367     | 33498     | 32374     | 33972     |
| <b>Net Growth</b>      | -2950     | -2476     | -3861     | -2344     | -6820     |

### April (Only Results)

| CA 1                   | Apr-15 | Apr-16 | Apr-17 | Apr-18 |
|------------------------|--------|--------|--------|--------|
| <b>New Clubs</b>       | 14     | 6      | 17     | 16     |
| <b>Charter Members</b> | 447    | 203    | 441    | 447    |
| <b>New Members</b>     | 2904   | 2590   | 2549   | 2542   |
| <b>Drops</b>           | 2608   | 2583   | 2603   | 2807   |
| <b>Net Growth</b>      | 990    | 479    | 598    | 474    |

### Statement for 4th Quarter Results(previous 3 years)

| CA 1                   | 2014-2015<br>4th Qtr | 2015-2016<br>4th Qtr | 2016-2017<br>4th Qtr |
|------------------------|----------------------|----------------------|----------------------|
| <b>New Clubs</b>       | 70                   | 45                   | 82                   |
| <b>Charter Members</b> | 1978                 | 1226                 | 2303                 |
| <b>New Members</b>     | 7640                 | 7397                 | 10412                |
| <b>Drops</b>           | 13204                | 12870                | 12638                |
| <b>Net Growth</b>      | -2716                | -3346                | 1003                 |

### MD Wise Analysis

| MD  | GMT Area                                     | CA 1            | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|---|--|-----------------|-----------|-----------|-----------|-----------|-----------|
| 16  | New Jersey                                   | New Clubs       | 2         | 4         | 0         | 0         | 3         |
|   |  | Charter Members | 45        | 109       | 8         | 3         | 86        |
|   |  | New Members     | 303       | 393       | 329       | 342       | 308       |
|   |  | Drops           | 509       | 457       | 546       | 478       | 453       |
|   |  | Net Growth      | -114      | 66        | -136      | -90       | -11       |
| 20  | Bermuda<br>New York                          | New Clubs       | 3         | 6         | 9         | 7         | 6         |
|   |  | Charter Members | 79        | 170       | 281       | 182       | 174       |
|   |  | New Members     | 1028      | 1050      | 1037      | 1058      | 917       |
|   |  | Drops           | 1282      | 1271      | 1347      | 1327      | 1401      |
|   |  | Net Growth      | -55       | 78        | 113       | 29        | -217      |
| 22  | Delaware<br>District Of Columbia<br>Maryland | New Clubs       | 4         | 2         | 0         | 2         | 1         |
|   |  | Charter Members | 111       | 53        | 6         | 90        | 51        |
|   |  | New Members     | 465       | 401       | 427       | 464       | 411       |
|   |  | Drops           | 700       | 643       | 574       | 531       | 692       |
|   |  | Net Growth      | -55       | -136      | -84       | 70        | -173      |
| 23  | Connecticut                                  | New Clubs       | 0         | 0         | 2         | 2         | 5         |
|   |  | Charter Members | 4         | 5         | 64        | 72        | 93        |
|   |  | New Members     | 300       | 340       | 333       | 313       | 307       |
|   |  | Drops           | 551       | 486       | 481       | 445       | 472       |
|   |  | Net Growth      | -207      | -101      | -59       | -27       | -41       |
| 33  | Massachusetts                                | New Clubs       | 0         | 0         | 0         | 2         | 0         |
|   |  | Charter Members | 8         | 5         | 9         | 71        | 4         |
|   |  | New Members     | 578       | 567       | 510       | 475       | 470       |
|   |  | Drops           | 569       | 727       | 663       | 639       | 648       |
|   |  | Net Growth      | 86        | -115      | -99       | -26       | -115      |
| 44  | New Hampshire                                | New Clubs       | 1         | 1         | 2         | 1         | 2         |
|   |  | Charter Members | 26        | 30        | 81        | 23        | 55        |
|   |  | New Members     | 198       | 213       | 179       | 193       | 161       |
|   |  | Drops           | 203       | 271       | 239       | 220       | 207       |
|   |  | Net Growth      | 35        | -6        | 35        | 12        | 18        |
| 42  | Rhode Island                                 | New Clubs       | 0         | 0         | 0         | 1         | 0         |
|   |  | Charter Members | 0         | 0         | 3         | 22        | 0         |
|   |  | New Members     | 77        | 62        | 70        | 67        | 64        |
|   |  | Drops           | 132       | 147       | 98        | 73        | 73        |
|   |  | Net Growth      | -13       | -79       | -10       | 19        | -4        |
| 45  | New York<br>Vermont                          | New Clubs       | 1         | 0         | 0         | 0         | 0         |
|   |  | Charter Members | 23        | 1         | 1         | 0         | 0         |
|   |  | New Members     | 81        | 84        | 67        | 81        | 72        |
|   |  | Drops           | 90        | 92        | 113       | 141       | 93        |
|   |  | Net Growth      | 24        | -4        | -42       | -50       | -8        |
| 41  | Maine  | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|   |  | Charter Members | 0         | 0         | 4         | 0         | 0         |
|   |  | New Members     | 145       | 132       | 113       | 141       | 119       |
|   |  | Drops           | 176       | 167       | 140       | 157       | 150       |
|   |  | Net Growth      | -16       | -18       | -12       | -2        | -22       |
| <b>Total</b><br><br><b>Mahesh Chitnis</b> |  | New Clubs       | 11        | 13        | 13        | 15        | 17        |
|   |  | Charter Members | 296       | 373       | 457       | 463       | 463       |
|   |  | New Members     | 3175      | 3242      | 3065      | 3134      | 2829      |
|   |  | Drops           | 4212      | 4261      | 4201      | 4011      | 4189      |
|   |  | Net Growth      | -315      | -315      | -294      | -65       | -573      |

### April (Only) Results

| MD    | GMT Area                                     | CA 1            | Apr-15 | Apr-16 | Apr-17 | Apr-18 |
|-------|--|-----------------|--------|--------|--------|--------|
| 16    | New Jersey                                   | New Clubs       | 0      | 0      | 0      | 1      |
|       |  | Charter Members | 1      | 0      | 0      | 34     |
|       |  | New Members     | 35     | 41     | 42     | 47     |
|       |  | Drops           | 34     | 43     | 32     | 33     |
|       |  | Net Growth      | 2      | 2      | 14     | 51     |
| 20    | Bermuda<br>New York                          | New Clubs       | 0      | 0      | 1      | 0      |
|       |  | Charter Members | 2      | 7      | 27     | 4      |
|       |  | New Members     | 102    | 124    | 93     | 92     |
|       |  | Drops           | 82     | 98     | 115    | 168    |
|       |  | Net Growth      | 33     | 44     | 19     | -64    |
| 22    | Delaware<br>District Of Columbia<br>Maryland | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 1      | 2      | 4      |
|       |  | New Members     | 51     | 47     | 40     | 47     |
|       |  | Drops           | 49     | 41     | 35     | 47     |
|       |  | Net Growth      | 5      | 10     | 8      | 8      |
| 23    | Connecticut                                  | New Clubs       | 0      | 1      | 0      | 2      |
|       |  | Charter Members | 1      | 22     | 0      | 42     |
|       |  | New Members     | 36     | 47     | 46     | 59     |
|       |  | Drops           | 39     | 66     | 35     | 38     |
|       |  | Net Growth      | 2      | 3      | 14     | 64     |
| 33    | Massachusetts                                | New Clubs       | 0      | 0      | 1      | 0      |
|       |  | Charter Members | 1      | 0      | 31     | 0      |
|       |  | New Members     | 56     | 41     | 50     | 67     |
|       |  | Drops           | 65     | 48     | 49     | 71     |
|       |  | Net Growth      | -5     | -2     | 36     | 0      |
| 44    | New Hampshire                                | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 3      | 0      | 1      |
|       |  | New Members     | 34     | 14     | 31     | 14     |
|       |  | Drops           | 14     | 9      | 10     | 16     |
|       |  | Net Growth      | 22     | 10     | 21     | -1     |
| 42    | Rhode Island                                 | New Clubs       | 0      | 0      | 1      | 0      |
|       |  | Charter Members | 0      | 0      | 21     | 0      |
|       |  | New Members     | 8      | 3      | 10     | 9      |
|       |  | Drops           | 9      | 4      | 21     | 12     |
|       |  | Net Growth      | 0      | 2      | 10     | -1     |
| 45    | New York<br>Vermont                          | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 0      |
|       |  | New Members     | 13     | 9      | 17     | 15     |
|       |  | Drops           | 1      | 12     | 13     | 3      |
|       |  | Net Growth      | 14     | -3     | 4      | 12     |
| 41    | Maine  | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 0      |
|       |  | New Members     | 15     | 7      | 12     | 13     |
|       |  | Drops           | 9      | 7      | 6      | 16     |
|       |  | Net Growth      | 9      | 0      | 6      | -3     |
| Total | Mahesh Chitnis                               | New Clubs       | 0      | 1      | 3      | 3      |
|       |  | Charter Members | 5      | 33     | 81     | 85     |
|       |  | New Members     | 350    | 333    | 341    | 363    |
|       |  | Drops           | 302    | 328    | 316    | 404    |
|       |  | Net Growth      | 82     | 66     | 132    | 66     |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>                                       | <b>CA 1</b>            | <b>2014-2015<br/>4th Qtr</b> | <b>2015-2016<br/>4th Qtr</b> | <b>2016-2017<br/>4th Qtr</b> |
|--------------|---|------------------------|------------------------------|------------------------------|------------------------------|
| <b>16</b>    | <b>New Jersey</b>                                     | <b>New Clubs</b>       | 2                            | 0                            | 2                            |
|              |   | <b>Charter Members</b> | 52                           | 0                            | 45                           |
|              |   | <b>New Members</b>     | 136                          | 98                           | 117                          |
|              |   | <b>Drops</b>           | 230                          | 180                          | 187                          |
|              |   | <b>Net Growth</b>      | -38                          | -72                          | -15                          |
| <b>20</b>    | <b>Bermuda<br/>New York</b>                           | <b>New Clubs</b>       | 1                            | 5                            | 5                            |
|              |   | <b>Charter Members</b> | 38                           | 122                          | 205                          |
|              |   | <b>New Members</b>     | 291                          | 345                          | 428                          |
|              |   | <b>Drops</b>           | 636                          | 504                          | 577                          |
|              |   | <b>Net Growth</b>      | -287                         | -6                           | 89                           |
| <b>22</b>    | <b>Delaware<br/>District Of Columbia<br/>Maryland</b> | <b>New Clubs</b>       | 1                            | 1                            | 1                            |
|              |   | <b>Charter Members</b> | 35                           | 26                           | 27                           |
|              |   | <b>New Members</b>     | 130                          | 139                          | 198                          |
|              |   | <b>Drops</b>           | 286                          | 215                          | 206                          |
|              |   | <b>Net Growth</b>      | -97                          | -41                          | 32                           |
| <b>23</b>    | <b>Connecticut</b>                                    | <b>New Clubs</b>       | 0                            | 2                            | 0                            |
|              |   | <b>Charter Members</b> | 1                            | 45                           | 1                            |
|              |   | <b>New Members</b>     | 92                           | 102                          | 172                          |
|              |   | <b>Drops</b>           | 136                          | 157                          | 113                          |
|              |   | <b>Net Growth</b>      | -32                          | 20                           | 67                           |
| <b>33</b>    | <b>Massachusetts</b>                                  | <b>New Clubs</b>       | 2                            | 0                            | 3                            |
|              |   | <b>Charter Members</b> | 45                           | 2                            | 75                           |
|              |   | <b>New Members</b>     | 134                          | 144                          | 218                          |
|              |   | <b>Drops</b>           | 173                          | 251                          | 138                          |
|              |   | <b>Net Growth</b>      | 16                           | -86                          | 178                          |
| <b>44</b>    | <b>New Hampshire</b>                                  | <b>New Clubs</b>       | 0                            | 0                            | 2                            |
|              |   | <b>Charter Members</b> | 0                            | 7                            | 44                           |
|              |   | <b>New Members</b>     | 61                           | 48                           | 101                          |
|              |   | <b>Drops</b>           | 81                           | 79                           | 93                           |
|              |   | <b>Net Growth</b>      | -16                          | -18                          | 54                           |
| <b>42</b>    | <b>Rhode Island</b>                                   | <b>New Clubs</b>       | 0                            | 0                            | 1                            |
|              |   | <b>Charter Members</b> | 0                            | 0                            | 21                           |
|              |   | <b>New Members</b>     | 21                           | 39                           | 46                           |
|              |   | <b>Drops</b>           | 35                           | 70                           | 68                           |
|              |   | <b>Net Growth</b>      | -13                          | -20                          | 4                            |
| <b>45</b>    | <b>New York<br/>Vermont</b>                           | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|              |   | <b>Charter Members</b> | 2                            | 20                           | 0                            |
|              |   | <b>New Members</b>     | 26                           | 21                           | 40                           |
|              |   | <b>Drops</b>           | 18                           | 45                           | 53                           |
|              |   | <b>Net Growth</b>      | 12                           | -3                           | -10                          |
| <b>41</b>    | <b>Maine</b>  | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |   | <b>Charter Members</b> | 3                            | 0                            | 0                            |
|              |   | <b>New Members</b>     | 48                           | 30                           | 61                           |
|              |   | <b>Drops</b>           | 89                           | 59                           | 58                           |
|              |   | <b>Net Growth</b>      | -20                          | -25                          | 5                            |
| <b>Total</b> | <b>Mahesh Chitnis</b>                                 | <b>New Clubs</b>       | 6                            | 9                            | 14                           |
|              |   | <b>Charter Members</b> | 176                          | 222                          | 418                          |
|              |   | <b>New Members</b>     | 939                          | 966                          | 1381                         |
|              |   | <b>Drops</b>           | 1684                         | 1560                         | 1493                         |
|              |   | <b>Net Growth</b>      | -475                         | -251                         | 404                          |

### MD Wise Analysis

| MD    | GMT Area      | CA 1            | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|-------|---------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 13    | Ohio          | New Clubs       | 2         | 1         | 1         | 2         | 1         |
|       |               | Charter Members | 56        | 40        | 27        | 67        | 37        |
|       |               | New Members     | 839       | 810       | 770       | 736       | 592       |
|       |               | Drops           | 1104      | 1062      | 1039      | 1083      | 1042      |
|       |               | Net Growth      | -95       | -121      | -128      | -219      | -336      |
| 14    | Pennsylvania  | New Clubs       | 1         | 2         | 3         | 4         | 9         |
|       |               | Charter Members | 54        | 67        | 121       | 125       | 271       |
|       |               | New Members     | 1197      | 1106      | 1082      | 1048      | 1089      |
|       |               | Drops           | 2071      | 1797      | 1673      | 1574      | 1723      |
|       |               | Net Growth      | -620      | -479      | -355      | -293      | -227      |
| 24    | Virginia      | New Clubs       | 2         | 0         | 2         | 1         | 2         |
|       |               | Charter Members | 49        | 4         | 45        | 30        | 127       |
|       |               | New Members     | 502       | 506       | 535       | 458       | 461       |
|       |               | Drops           | 702       | 666       | 702       | 712       | 695       |
|       |               | Net Growth      | -95       | -94       | -57       | -138      | -40       |
| 29    | West Virginia | New Clubs       | 0         | 0         | 0         | 0         | 1         |
|       |               | Charter Members | 14        | 3         | 1         | 2         | 21        |
|       |               | New Members     | 275       | 295       | 291       | 259       | 195       |
|       |               | Drops           | 466       | 427       | 373       | 423       | 364       |
|       |               | Net Growth      | -141      | -96       | -61       | -130      | -121      |
| Total | Cindy Gregg   | New Clubs       | 5         | 3         | 6         | 7         | 13        |
|       |               | Charter Members | 173       | 114       | 194       | 224       | 456       |
|       |               | New Members     | 2813      | 2717      | 2678      | 2501      | 2337      |
|       |               | Drops           | 4343      | 3952      | 3787      | 3792      | 3824      |
|       |               | Net Growth      | -951      | -790      | -601      | -780      | -724      |

### April (Only) Results

| MD    | GMT Area      | CA 1            | Apr-15 | Apr-16 | Apr-17 | Apr-18 |
|-------|---------------|-----------------|--------|--------|--------|--------|
| 13    | Ohio          | New Clubs       | 0      | 0      | 0      | 0      |
|       |               | Charter Members | 0      | 0      | 1      | 2      |
|       |               | New Members     | 102    | 93     | 95     | 78     |
|       |               | Drops           | 94     | 75     | 74     | 92     |
|       |               | Net Growth      | 17     | 34     | 30     | -4     |
| 14    | Pennsylvania  | New Clubs       | 0      | 0      | 0      | 1      |
|       |               | Charter Members | 0      | 0      | 1      | 22     |
|       |               | New Members     | 160    | 116    | 117    | 104    |
|       |               | Drops           | 113    | 98     | 116    | 90     |
|       |               | Net Growth      | 56     | 28     | 11     | 57     |
| 24    | Virginia      | New Clubs       | 0      | 0      | 0      | 0      |
|       |               | Charter Members | 0      | 0      | 0      | 0      |
|       |               | New Members     | 71     | 64     | 56     | 54     |
|       |               | Drops           | 57     | 52     | 63     | 64     |
|       |               | Net Growth      | 20     | 14     | 2      | 1      |
| 29    | West Virginia | New Clubs       | 0      | 0      | 0      | 0      |
|       |               | Charter Members | 1      | 0      | 0      | 0      |
|       |               | New Members     | 40     | 28     | 27     | 19     |
|       |               | Drops           | 31     | 39     | 53     | 18     |
|       |               | Net Growth      | 14     | -11    | -23    | 2      |
| Total | Cindy Gregg   | New Clubs       | 0      | 0      | 0      | 1      |
|       |               | Charter Members | 1      | 0      | 2      | 24     |
|       |               | New Members     | 373    | 301    | 295    | 255    |
|       |               | Drops           | 295    | 264    | 306    | 264    |
|       |               | Net Growth      | 107    | 65     | 20     | 56     |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>      | <b>CA 1</b>            | <b>2014-2015<br/>4th Qtr</b> | <b>2015-2016<br/>4th Qtr</b> | <b>2016-2017<br/>4th Qtr</b> |
|--------------|----------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>13</b>    | <b>Ohio</b>          | <b>New Clubs</b>       | 0                            | 0                            | 1                            |
|              |                      | <b>Charter Members</b> | 4                            | 1                            | 24                           |
|              |                      | <b>New Members</b>     | 239                          | 240                          | 323                          |
|              |                      | <b>Drops</b>           | 389                          | 336                          | 384                          |
|              |                      | <b>Net Growth</b>      | -121                         | -69                          | -17                          |
| <b>14</b>    | <b>Pennsylvania</b>  | <b>New Clubs</b>       | 1                            | 0                            | 4                            |
|              |                      | <b>Charter Members</b> | 24                           | 1                            | 110                          |
|              |                      | <b>New Members</b>     | 375                          | 320                          | 482                          |
|              |                      | <b>Drops</b>           | 727                          | 554                          | 586                          |
|              |                      | <b>Net Growth</b>      | -283                         | -195                         | 33                           |
| <b>24</b>    | <b>Virginia</b>      | <b>New Clubs</b>       | 0                            | 0                            | 2                            |
|              |                      | <b>Charter Members</b> | 1                            | 3                            | 42                           |
|              |                      | <b>New Members</b>     | 160                          | 143                          | 183                          |
|              |                      | <b>Drops</b>           | 259                          | 283                          | 301                          |
|              |                      | <b>Net Growth</b>      | -85                          | -90                          | -41                          |
| <b>29</b>    | <b>West Virginia</b> | <b>New Clubs</b>       | 0                            | 0                            | 2                            |
|              |                      | <b>Charter Members</b> | 1                            | 0                            | 62                           |
|              |                      | <b>New Members</b>     | 137                          | 87                           | 137                          |
|              |                      | <b>Drops</b>           | 129                          | 140                          | 173                          |
|              |                      | <b>Net Growth</b>      | 19                           | -50                          | 31                           |
| <b>Total</b> | <b>Cindy Gregg</b>   | <b>New Clubs</b>       | 1                            | 0                            | 9                            |
|              |                      | <b>Charter Members</b> | 30                           | 5                            | 238                          |
|              |                      | <b>New Members</b>     | 911                          | 790                          | 1125                         |
|              |                      | <b>Drops</b>           | 1504                         | 1313                         | 1444                         |
|              |                      | <b>Net Growth</b>      | -470                         | -404                         | 6                            |

### MD Wise Analysis

| MD    | GMT Area    | CA 1            | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|-------|-------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 1     | Illinois    | New Clubs       | 2         | 2         | 3         | 4         | 3         |
|       |             | Charter Members | 50        | 63        | 116       | 113       | 101       |
|       |             | New Members     | 998       | 1002      | 1017      | 872       | 804       |
|       |             | Drops           | 1302      | 1319      | 1149      | 1257      | 1367      |
|       |             | Net Growth      | -151      | -112      | 98        | -135      | -366      |
| 11    | Michigan    | New Clubs       | 3         | 0         | 4         | 3         | 2         |
|       |             | Charter Members | 78        | 8         | 116       | 114       | 105       |
|       |             | New Members     | 737       | 713       | 663       | 757       | 726       |
|       |             | Drops           | 1043      | 1072      | 1019      | 1069      | 1060      |
|       |             | Net Growth      | -110      | -245      | -148      | -111      | -130      |
| 25    | Indiana     | New Clubs       | 0         | 0         | 2         | 2         | 0         |
|       |             | Charter Members | 15        | 4         | 69        | 68        | 3         |
|       |             | New Members     | 612       | 711       | 676       | 638       | 581       |
|       |             | Drops           | 935       | 972       | 929       | 922       | 916       |
|       |             | Net Growth      | -239      | -166      | -90       | -165      | -252      |
| 43    | Kentucky    | New Clubs       | 2         | 1         | 0         | 3         | 0         |
|       |             | Charter Members | 54        | 34        | 9         | 77        | 3         |
|       |             | New Members     | 464       | 518       | 364       | 324       | 251       |
|       |             | Drops           | 542       | 623       | 580       | 553       | 587       |
|       |             | Net Growth      | 22        | -20       | -170      | -94       | -273      |
| 10    | Michigan    | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |             | Charter Members | 0         | 0         | 0         | 0         | 3         |
|       |             | New Members     | 85        | 93        | 102       | 79        | 94        |
|       |             | Drops           | 163       | 104       | 129       | 145       | 120       |
|       |             | Net Growth      | -66       | 4         | -20       | -59       | -17       |
| Total | Steve Anton | New Clubs       | 7         | 3         | 9         | 12        | 5         |
|       |             | Charter Members | 197       | 109       | 310       | 372       | 215       |
|       |             | New Members     | 2896      | 3037      | 2822      | 2670      | 2456      |
|       |             | Drops           | 3985      | 4090      | 3806      | 3946      | 4050      |
|       |             | Net Growth      | -544      | -539      | -330      | -564      | -1038     |



### April (Only) Results

| MD    | GMT Area    | CA 1            | Apr-15 | Apr-16 | Apr-17 | Apr-18 |
|-------|-------------|-----------------|--------|--------|--------|--------|
| 1     | Illinois    | New Clubs       | 0      | 0      | 1      | 1      |
|       |             | Charter Members | 10     | 0      | 22     | 40     |
|       |             | New Members     | 110    | 110    | 75     | 94     |
|       |             | Drops           | 86     | 100    | 95     | 121    |
|       |             | Net Growth      | 38     | 27     | 11     | 24     |
| 11    | Michigan    | New Clubs       | 0      | 0      | 1      | 0      |
|       |             | Charter Members | 0      | 2      | 20     | 9      |
|       |             | New Members     | 97     | 83     | 58     | 103    |
|       |             | Drops           | 92     | 61     | 81     | 55     |
|       |             | Net Growth      | 12     | 27     | 10     | 65     |
| 25    | Indiana     | New Clubs       | 0      | 1      | 0      | 0      |
|       |             | Charter Members | 0      | 38     | 1      | 0      |
|       |             | New Members     | 95     | 81     | 67     | 83     |
|       |             | Drops           | 72     | 82     | 76     | 64     |
|       |             | Net Growth      | 32     | 39     | -6     | 30     |
| 43    | Kentucky    | New Clubs       | 1      | 0      | 0      | 0      |
|       |             | Charter Members | 30     | 1      | 0      | 0      |
|       |             | New Members     | 32     | 39     | 43     | 26     |
|       |             | Drops           | 37     | 33     | 45     | 63     |
|       |             | Net Growth      | 28     | 10     | 1      | -32    |
| 10    | Michigan    | New Clubs       | 0      | 0      | 0      | 0      |
|       |             | Charter Members | 0      | 0      | 0      | 0      |
|       |             | New Members     | 11     | 4      | 6      | 30     |
|       |             | Drops           | 6      | 10     | 7      | 22     |
|       |             | Net Growth      | 5      | -4     | 1      | 8      |
| Total | Steve Anton | New Clubs       | 1      | 1      | 2      | 1      |
|       |             | Charter Members | 40     | 41     | 43     | 49     |
|       |             | New Members     | 345    | 317    | 249    | 336    |
|       |             | Drops           | 293    | 286    | 304    | 325    |
|       |             | Net Growth      | 115    | 99     | 17     | 95     |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>    | <b>CA 1</b>            | <b>2014-2015<br/>4th Qtr</b> | <b>2015-2016<br/>4th Qtr</b> | <b>2016-2017<br/>4th Qtr</b> |
|--------------|--------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>1</b>     | <b>Illinois</b>    | <b>New Clubs</b>       | 1                            | 1                            | 4                            |
|              |                    | <b>Charter Members</b> | 43                           | 32                           | 99                           |
|              |                    | <b>New Members</b>     | 305                          | 291                          | 373                          |
|              |                    | <b>Drops</b>           | 642                          | 526                          | 526                          |
|              |                    | <b>Net Growth</b>      | -271                         | -167                         | -24                          |
| <b>11</b>    | <b>Michigan</b>    | <b>New Clubs</b>       | 1                            | 1                            | 1                            |
|              |                    | <b>Charter Members</b> | 28                           | 28                           | 24                           |
|              |                    | <b>New Members</b>     | 325                          | 267                          | 270                          |
|              |                    | <b>Drops</b>           | 397                          | 450                          | 409                          |
|              |                    | <b>Net Growth</b>      | -1                           | -135                         | -78                          |
| <b>25</b>    | <b>Indiana</b>     | <b>New Clubs</b>       | 1                            | 3                            | 0                            |
|              |                    | <b>Charter Members</b> | 23                           | 94                           | 3                            |
|              |                    | <b>New Members</b>     | 220                          | 233                          | 310                          |
|              |                    | <b>Drops</b>           | 425                          | 322                          | 429                          |
|              |                    | <b>Net Growth</b>      | -149                         | 26                           | -100                         |
| <b>43</b>    | <b>Kentucky</b>    | <b>New Clubs</b>       | 2                            | 0                            | 2                            |
|              |                    | <b>Charter Members</b> | 101                          | 1                            | 55                           |
|              |                    | <b>New Members</b>     | 107                          | 113                          | 178                          |
|              |                    | <b>Drops</b>           | 267                          | 213                          | 240                          |
|              |                    | <b>Net Growth</b>      | -41                          | -91                          | 32                           |
| <b>10</b>    | <b>Michigan</b>    | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                    | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                    | <b>New Members</b>     | 37                           | 22                           | 49                           |
|              |                    | <b>Drops</b>           | 44                           | 39                           | 45                           |
|              |                    | <b>Net Growth</b>      | -4                           | -15                          | 8                            |
| <b>Total</b> | <b>Steve Anton</b> | <b>New Clubs</b>       | 5                            | 5                            | 7                            |
|              |                    | <b>Charter Members</b> | 195                          | 155                          | 181                          |
|              |                    | <b>New Members</b>     | 994                          | 926                          | 1180                         |
|              |                    | <b>Drops</b>           | 1775                         | 1550                         | 1649                         |
|              |                    | <b>Net Growth</b>      | -466                         | -382                         | -162                         |

### MD Wise Analysis

| MD    | GMT Area                     | CA 1            | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|-------|------------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 5     | North Dakota<br>South Dakota | New Clubs       | 0         | 2         | 0         | 1         | 0         |
|       |                              | Charter Members | 6         | 68        | 5         | 27        | 0         |
|       |                              | New Members     | 352       | 397       | 319       | 347       | 302       |
|       |                              | Drops           | 585       | 492       | 484       | 443       | 467       |
|       |                              | Net Growth      | -169      | 32        | -136      | -39       | -117      |
| 5M    | Minnesota                    | New Clubs       | 2         | 2         | 5         | 5         | 3         |
|       |                              | Charter Members | 88        | 73        | 149       | 129       | 77        |
|       |                              | New Members     | 1165      | 1175      | 1183      | 1050      | 1057      |
|       |                              | Drops           | 1334      | 1272      | 1402      | 1225      | 1328      |
|       |                              | Net Growth      | 34        | 81        | 35        | 60        | -68       |
| 9     | Iowa                         | New Clubs       | 1         | 1         | 1         | 2         | 0         |
|       |                              | Charter Members | 36        | 29        | 31        | 63        | 5         |
|       |                              | New Members     | 542       | 504       | 493       | 599       | 439       |
|       |                              | Drops           | 688       | 789       | 733       | 725       | 724       |
|       |                              | Net Growth      | -57       | -217      | -157      | -13       | -203      |
| 27    | Wisconsin                    | New Clubs       | 1         | 3         | 2         | 1         | 3         |
|       |                              | Charter Members | 24        | 153       | 44        | 22        | 70        |
|       |                              | New Members     | 1223      | 1129      | 1260      | 1152      | 1017      |
|       |                              | Drops           | 1388      | 1461      | 1409      | 1383      | 1399      |
|       |                              | Net Growth      | -33       | -18       | 8         | -96       | -189      |
| Total | Michael Molenda              | New Clubs       | 4         | 8         | 8         | 9         | 6         |
|       |                              | Charter Members | 154       | 323       | 229       | 241       | 152       |
|       |                              | New Members     | 3282      | 3205      | 3255      | 3148      | 2815      |
|       |                              | Drops           | 3995      | 4014      | 4028      | 3776      | 3918      |
|       |                              | Net Growth      | -225      | -122      | -250      | -88       | -577      |

### April (Only) Results

| MD    | GMT Area                     | CA 1            | Apr-15 | Apr-16 | Apr-17 | Apr-18 |
|-------|------------------------------|-----------------|--------|--------|--------|--------|
| 5     | North Dakota<br>South Dakota | New Clubs       | 2      | 0      | 1      | 0      |
|       |                              | Charter Members | 61     | 0      | 25     | 0      |
|       |                              | New Members     | 46     | 40     | 45     | 35     |
|       |                              | Drops           | 38     | 32     | 53     | 57     |
|       |                              | Net Growth      | 76     | 10     | 19     | -21    |
| 5M    | Minnesota                    | New Clubs       | 1      | 1      | 0      | 0      |
|       |                              | Charter Members | 29     | 26     | 0      | 0      |
|       |                              | New Members     | 137    | 103    | 107    | 92     |
|       |                              | Drops           | 107    | 98     | 95     | 109    |
|       |                              | Net Growth      | 67     | 40     | 19     | -12    |
| 9     | Iowa                         | New Clubs       | 1      | 0      | 0      | 0      |
|       |                              | Charter Members | 23     | 1      | 0      | 0      |
|       |                              | New Members     | 59     | 53     | 72     | 44     |
|       |                              | Drops           | 81     | 66     | 61     | 53     |
|       |                              | Net Growth      | 2      | -10    | 11     | -4     |
| 27    | Wisconsin                    | New Clubs       | 1      | 0      | 0      | 1      |
|       |                              | Charter Members | 31     | 1      | 0      | 23     |
|       |                              | New Members     | 115    | 135    | 113    | 99     |
|       |                              | Drops           | 116    | 111    | 101    | 121    |
|       |                              | Net Growth      | 40     | 35     | 19     | 17     |
| Total | Michael Molenda              | New Clubs       | 5      | 1      | 1      | 1      |
|       |                              | Charter Members | 144    | 28     | 25     | 23     |
|       |                              | New Members     | 357    | 331    | 337    | 270    |
|       |                              | Drops           | 342    | 307    | 310    | 340    |
|       |                              | Net Growth      | 185    | 75     | 68     | -20    |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>              | <b>GMT Area</b>              | <b>CA 1</b>            | <b>2014-2015<br/>4th Qtr</b> | <b>2015-2016<br/>4th Qtr</b> | <b>2016-2017<br/>4th Qtr</b> |
|------------------------|------------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>5</b>               | North Dakota<br>South Dakota | <b>New Clubs</b>       | 3                            | 1                            | 1                            |
|                        |                              | <b>Charter Members</b> | 83                           | 29                           | 30                           |
|                        |                              | <b>New Members</b>     | 81                           | 103                          | 126                          |
|                        |                              | <b>Drops</b>           | 189                          | 177                          | 208                          |
|                        |                              | <b>Net Growth</b>      | -11                          | -37                          | -43                          |
| <b>5M</b>              | Minnesota                    | <b>New Clubs</b>       | 3                            | 3                            | 0                            |
|                        |                              | <b>Charter Members</b> | 79                           | 74                           | 5                            |
|                        |                              | <b>New Members</b>     | 415                          | 339                          | 398                          |
|                        |                              | <b>Drops</b>           | 534                          | 507                          | 529                          |
|                        |                              | <b>Net Growth</b>      | -10                          | -68                          | -95                          |
| <b>9</b>               | Iowa                         | <b>New Clubs</b>       | 1                            | 0                            | 0                            |
|                        |                              | <b>Charter Members</b> | 27                           | 4                            | 8                            |
|                        |                              | <b>New Members</b>     | 183                          | 144                          | 194                          |
|                        |                              | <b>Drops</b>           | 293                          | 316                          | 338                          |
|                        |                              | <b>Net Growth</b>      | -72                          | -158                         | -116                         |
| <b>27</b>              | Wisconsin                    | <b>New Clubs</b>       | 1                            | 0                            | 1                            |
|                        |                              | <b>Charter Members</b> | 50                           | 2                            | 21                           |
|                        |                              | <b>New Members</b>     | 360                          | 405                          | 495                          |
|                        |                              | <b>Drops</b>           | 566                          | 541                          | 495                          |
|                        |                              | <b>Net Growth</b>      | -120                         | -78                          | 55                           |
| <b>Total</b>           | <b>Michael Molenda</b>       | <b>New Clubs</b>       | 8                            | 4                            | 2                            |
| <b>Charter Members</b> |                              | 239                    | 109                          | 64                           |                              |
| <b>New Members</b>     |                              | 1039                   | 991                          | 1213                         |                              |
| <b>Drops</b>           |                              | 1582                   | 1541                         | 1570                         |                              |
| <b>Net Growth</b>      |                              | -213                   | -341                         | -199                         |                              |

### MD Wise Analysis

| MD    | GMT Area                          | CA 1            | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|-------|-----------------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 12    | Tennessee                         | New Clubs       | 6         | 0         | 0         | 3         | 3         |
|       |                                   | Charter Members | 216       | 2         | 6         | 85        | 141       |
|       |                                   | New Members     | 627       | 484       | 496       | 470       | 425       |
|       |                                   | Drops           | 758       | 736       | 749       | 659       | 662       |
|       |                                   | Net Growth      | 121       | -204      | -212      | -57       | -26       |
| 18    | Georgia                           | New Clubs       | 3         | 3         | 0         | 0         | 1         |
|       |                                   | Charter Members | 84        | 92        | 7         | 5         | 29        |
|       |                                   | New Members     | 475       | 444       | 412       | 377       | 267       |
|       |                                   | Drops           | 709       | 692       | 632       | 658       | 550       |
|       |                                   | Net Growth      | -86       | -110      | -145      | -233      | -218      |
| 30    | Mississippi                       | New Clubs       | 0         | 0         | 1         | 1         | 1         |
|       |                                   | Charter Members | 16        | 1         | 30        | 36        | 29        |
|       |                                   | New Members     | 207       | 245       | 215       | 166       | 213       |
|       |                                   | Drops           | 343       | 311       | 310       | 303       | 344       |
|       |                                   | Net Growth      | -98       | -50       | -37       | -68       | -73       |
| 31    | North Carolina                    | New Clubs       | 1         | 1         | 0         | 5         | 1         |
|       |                                   | Charter Members | 54        | 33        | 4         | 150       | 31        |
|       |                                   | New Members     | 438       | 489       | 427       | 451       | 360       |
|       |                                   | Drops           | 850       | 800       | 729       | 671       | 775       |
|       |                                   | Net Growth      | -265      | -203      | -255      | 14        | -330      |
| 32    | South Carolina                    | New Clubs       | 0         | 1         | 0         | 4         | 0         |
|       |                                   | Charter Members | 3         | 31        | 7         | 113       | 0         |
|       |                                   | New Members     | 317       | 322       | 293       | 271       | 258       |
|       |                                   | Drops           | 501       | 475       | 384       | 406       | 393       |
|       |                                   | Net Growth      | -141      | -75       | -50       | 21        | -96       |
| 34    | Alabama                           | New Clubs       | 3         | 5         | 4         | 0         | 1         |
|       |                                   | Charter Members | 70        | 143       | 131       | 12        | 43        |
|       |                                   | New Members     | 308       | 307       | 242       | 214       | 206       |
|       |                                   | Drops           | 410       | 396       | 390       | 458       | 357       |
|       |                                   | Net Growth      | 20        | 89        | 12        | -210      | -79       |
| 35    | Bahamas<br>Florida                | New Clubs       | 3         | 4         | 1         | 5         | 4         |
|       |                                   | Charter Members | 100       | 112       | 66        | 183       | 108       |
|       |                                   | New Members     | 665       | 653       | 598       | 544       | 488       |
|       |                                   | Drops           | 860       | 896       | 851       | 880       | 968       |
|       |                                   | Net Growth      | 39        | 37        | -18       | 13        | -220      |
| 51    | Puerto Rico<br>U S Virgin Islands | New Clubs       | 0         | 0         | 0         | 0         | 1         |
|       |                                   | Charter Members | 0         | 0         | 0         | 0         | 28        |
|       |                                   | New Members     | 0         | 0         | 0         | 0         | 75        |
|       |                                   | Drops           | 0         | 0         | 0         | 0         | 354       |
|       |                                   | Net Growth      | 0         | 0         | 0         | 0         | -240      |
| 60    | Various                           | New Clubs       | 0         | 0         | 1         | 1         | 2         |
|       |                                   | Charter Members | 0         | 0         | 40        | 21        | 60        |
|       |                                   | New Members     | 0         | 0         | 175       | 259       | 109       |
|       |                                   | Drops           | 0         | 0         | 166       | 221       | 278       |
|       |                                   | Net Growth      | 0         | 0         | 79        | 70        | -88       |
| Total | Stacey Jones                      | New Clubs       | 16        | 14        | 7         | 19        | 14        |
|       |                                   | Charter Members | 543       | 414       | 291       | 605       | 469       |
|       |                                   | New Members     | 3037      | 2944      | 2858      | 2752      | 2401      |
|       |                                   | Drops           | 4431      | 4306      | 4211      | 4256      | 4681      |
|       |                                   | Net Growth      | -410      | -516      | -626      | -450      | -1370     |

### April (Only) Results

| MD    | GMT Area                          | CA 1            | Apr-15 | Apr-16 | Apr-17 | Apr-18 |
|-------|-----------------------------------|-----------------|--------|--------|--------|--------|
| 12    | Tennessee                         | New Clubs       | 0      | 0      | 1      | 1      |
|       |                                   | Charter Members | 0      | 0      | 23     | 26     |
|       |                                   | New Members     | 65     | 32     | 42     | 38     |
|       |                                   | Drops           | 48     | 65     | 39     | 61     |
|       |                                   | Net Growth      | 24     | -30    | 26     | 8      |
| 18    | Georgia                           | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                   | Charter Members | 2      | 0      | 1      | 1      |
|       |                                   | New Members     | 45     | 39     | 40     | 45     |
|       |                                   | Drops           | 60     | 36     | 60     | 43     |
|       |                                   | Net Growth      | -10    | 6      | -14    | 12     |
| 30    | Mississippi                       | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                   | Charter Members | 1      | 0      | 0      | 0      |
|       |                                   | New Members     | 24     | 15     | 20     | 40     |
|       |                                   | Drops           | 24     | 24     | 38     | 44     |
|       |                                   | Net Growth      | 1      | -9     | -18    | -2     |
| 31    | North Carolina                    | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                   | Charter Members | 0      | 0      | 4      | 0      |
|       |                                   | New Members     | 43     | 57     | 38     | 31     |
|       |                                   | Drops           | 46     | 79     | 59     | 62     |
|       |                                   | Net Growth      | -1     | -13    | -13    | -26    |
| 32    | South Carolina                    | New Clubs       | 0      | 0      | 1      | 0      |
|       |                                   | Charter Members | 1      | 0      | 24     | 0      |
|       |                                   | New Members     | 50     | 26     | 27     | 35     |
|       |                                   | Drops           | 36     | 20     | 29     | 39     |
|       |                                   | Net Growth      | 16     | 9      | 25     | 2      |
| 34    | Alabama                           | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                   | Charter Members | 5      | 2      | 0      | 0      |
|       |                                   | New Members     | 27     | 15     | 23     | 30     |
|       |                                   | Drops           | 32     | 45     | 36     | 29     |
|       |                                   | Net Growth      | 0      | -25    | -13    | 2      |
| 35    | Bahamas<br>Florida                | New Clubs       | 1      | 0      | 2      | 0      |
|       |                                   | Charter Members | 24     | 1      | 62     | 2      |
|       |                                   | New Members     | 46     | 74     | 54     | 56     |
|       |                                   | Drops           | 62     | 61     | 57     | 79     |
|       |                                   | Net Growth      | 14     | 36     | 66     | -1     |
| 51    | Puerto Rico<br>U S Virgin Islands | New Clubs       | 0      | 0      | 0      | 1      |
|       |                                   | Charter Members | 0      | 0      | 0      | 26     |
|       |                                   | New Members     | 0      | 0      | 0      | 53     |
|       |                                   | Drops           | 0      | 0      | 0      | 94     |
|       |                                   | Net Growth      | 0      | 0      | 0      | -13    |
| 60    | Various                           | New Clubs       | 0      | 0      | 1      | 1      |
|       |                                   | Charter Members | 0      | 4      | 20     | 33     |
|       |                                   | New Members     | 0      | 26     | 58     | 22     |
|       |                                   | Drops           | 0      | 27     | 30     | 35     |
|       |                                   | Net Growth      | 0      | 5      | 49     | 31     |
| Total | Stacey Jones                      | New Clubs       | 1      | 0      | 5      | 3      |
|       |                                   | Charter Members | 33     | 7      | 134    | 88     |
|       |                                   | New Members     | 300    | 284    | 302    | 350    |
|       |                                   | Drops           | 308    | 357    | 348    | 486    |
|       |                                   | Net Growth      | 44     | -21    | 108    | 13     |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>            | <b>CA 1</b>            | <b>2014-2015<br/>4th Qtr</b> | <b>2015-2016<br/>4th Qtr</b> | <b>2016-2017<br/>4th Qtr</b> |
|--------------|----------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>12</b>    | <b>Tennessee</b>           | <b>New Clubs</b>       | 1                            | 1                            | 2                            |
|              |                            | <b>Charter Members</b> | 34                           | 33                           | 66                           |
|              |                            | <b>New Members</b>     | 160                          | 113                          | 219                          |
|              |                            | <b>Drops</b>           | 227                          | 216                          | 208                          |
|              |                            | <b>Net Growth</b>      | -20                          | -47                          | 88                           |
| <b>18</b>    | <b>Georgia</b>             | <b>New Clubs</b>       | 2                            | 0                            | 1                            |
|              |                            | <b>Charter Members</b> | 55                           | 0                            | 32                           |
|              |                            | <b>New Members</b>     | 114                          | 116                          | 168                          |
|              |                            | <b>Drops</b>           | 323                          | 253                          | 189                          |
|              |                            | <b>Net Growth</b>      | -135                         | -127                         | 28                           |
| <b>30</b>    | <b>Mississippi</b>         | <b>New Clubs</b>       | 0                            | 0                            | 1                            |
|              |                            | <b>Charter Members</b> | 2                            | 2                            | 24                           |
|              |                            | <b>New Members</b>     | 58                           | 61                           | 71                           |
|              |                            | <b>Drops</b>           | 94                           | 116                          | 109                          |
|              |                            | <b>Net Growth</b>      | -31                          | -51                          | -12                          |
| <b>31</b>    | <b>North Carolina</b>      | <b>New Clubs</b>       | 1                            | 0                            | 2                            |
|              |                            | <b>Charter Members</b> | 26                           | 1                            | 69                           |
|              |                            | <b>New Members</b>     | 109                          | 143                          | 225                          |
|              |                            | <b>Drops</b>           | 402                          | 365                          | 283                          |
|              |                            | <b>Net Growth</b>      | -233                         | -202                         | 24                           |
| <b>32</b>    | <b>South Carolina</b>      | <b>New Clubs</b>       | 0                            | 1                            | 1                            |
|              |                            | <b>Charter Members</b> | 1                            | 21                           | 25                           |
|              |                            | <b>New Members</b>     | 97                           | 72                           | 146                          |
|              |                            | <b>Drops</b>           | 166                          | 189                          | 131                          |
|              |                            | <b>Net Growth</b>      | -64                          | -91                          | 47                           |
| <b>34</b>    | <b>Alabama</b>             | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                            | <b>Charter Members</b> | 5                            | 2                            | 1                            |
|              |                            | <b>New Members</b>     | 78                           | 64                           | 110                          |
|              |                            | <b>Drops</b>           | 195                          | 151                          | 112                          |
|              |                            | <b>Net Growth</b>      | -110                         | -80                          | 10                           |
| <b>35</b>    | <b>Bahamas<br/>Florida</b> | <b>New Clubs</b>       | 3                            | 3                            | 5                            |
|              |                            | <b>Charter Members</b> | 75                           | 80                           | 157                          |
|              |                            | <b>New Members</b>     | 159                          | 182                          | 253                          |
|              |                            | <b>Drops</b>           | 394                          | 384                          | 378                          |
|              |                            | <b>Net Growth</b>      | -115                         | -76                          | 62                           |
| <b>60</b>    | <b>Various</b>             | <b>New Clubs</b>       | 0                            | 0                            | 2                            |
|              |                            | <b>Charter Members</b> | 0                            | 4                            | 51                           |
|              |                            | <b>New Members</b>     | 0                            | 123                          | 198                          |
|              |                            | <b>Drops</b>           | 0                            | 113                          | 161                          |
|              |                            | <b>Net Growth</b>      | 0                            | 17                           | 101                          |
| <b>Total</b> | <b>Stacey Jones</b>        | <b>New Clubs</b>       | 7                            | 5                            | 14                           |
|              |                            | <b>Charter Members</b> | 198                          | 143                          | 425                          |
|              |                            | <b>New Members</b>     | 775                          | 874                          | 1390                         |
|              |                            | <b>Drops</b>           | 1801                         | 1787                         | 1571                         |
|              |                            | <b>Net Growth</b>      | -708                         | -657                         | 348                          |



### MD Wise Analysis

| MD    | GMT Area      | CA 1            | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|-------|---------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 2     | Texas         | New Clubs       | 24        | 18        | 8         | 22        | 15        |
|       |               | Charter Members | 806       | 610       | 300       | 640       | 524       |
|       |               | New Members     | 2509      | 2952      | 2778      | 2674      | 2405      |
|       |               | Drops           | 3866      | 4128      | 3913      | 3938      | 3936      |
|       |               | Net Growth      | -194      | -184      | -562      | -343      | -722      |
| 3     | Oklahoma      | New Clubs       | 0         | 2         | 0         | 0         | 0         |
|       |               | Charter Members | 1         | 55        | 1         | 1         | 8         |
|       |               | New Members     | 403       | 407       | 316       | 280       | 309       |
|       |               | Drops           | 563       | 543       | 395       | 462       | 460       |
|       |               | Net Growth      | -98       | -46       | -52       | -148      | -100      |
| 7     | Arkansas      | New Clubs       | 1         | 3         | 1         | 0         | 1         |
|       |               | Charter Members | 38        | 91        | 27        | 0         | 26        |
|       |               | New Members     | 265       | 288       | 296       | 274       | 247       |
|       |               | Drops           | 434       | 457       | 463       | 391       | 377       |
|       |               | Net Growth      | -115      | -28       | -105      | -79       | -70       |
| 8     | Louisiana     | New Clubs       | 1         | 4         | 0         | 0         | 1         |
|       |               | Charter Members | 39        | 175       | 10        | 3         | 27        |
|       |               | New Members     | 324       | 415       | 335       | 303       | 218       |
|       |               | Drops           | 433       | 576       | 502       | 453       | 394       |
|       |               | Net Growth      | -46       | 61        | -125      | -118      | -129      |
| 26    | Missouri      | New Clubs       | 2         | 0         | 0         | 2         | 1         |
|       |               | Charter Members | 85        | 1         | 8         | 51        | 31        |
|       |               | New Members     | 700       | 671       | 637       | 694       | 574       |
|       |               | Drops           | 952       | 917       | 955       | 853       | 884       |
|       |               | Net Growth      | -91       | -174      | -222      | -34       | -210      |
| Total | Joe Al Picone | New Clubs       | 28        | 27        | 9         | 24        | 18        |
|       |               | Charter Members | 969       | 932       | 346       | 695       | 616       |
|       |               | New Members     | 4201      | 4733      | 4362      | 4225      | 3753      |
|       |               | Drops           | 6248      | 6621      | 6228      | 6097      | 6051      |
|       |               | Net Growth      | -544      | -371      | -1066     | -722      | -1231     |

### April (Only) Results

| MD    | GMT Area      | CA 1            | Apr-15 | Apr-16 | Apr-17 | Apr-18 |
|-------|---------------|-----------------|--------|--------|--------|--------|
| 2     | Texas         | New Clubs       | 2      | 1      | 1      | 3      |
|       |               | Charter Members | 80     | 32     | 32     | 77     |
|       |               | New Members     | 310    | 287    | 309    | 289    |
|       |               | Drops           | 262    | 277    | 335    | 349    |
|       |               | Net Growth      | 167    | 82     | 28     | 58     |
| 3     | Oklahoma      | New Clubs       | 0      | 0      | 0      | 0      |
|       |               | Charter Members | 0      | 0      | 0      | 0      |
|       |               | New Members     | 49     | 30     | 37     | 40     |
|       |               | Drops           | 59     | 16     | 42     | 25     |
|       |               | Net Growth      | -4     | 14     | -3     | 19     |
| 7     | Arkansas      | New Clubs       | 0      | 0      | 0      | 0      |
|       |               | Charter Members | 2      | 0      | 0      | 0      |
|       |               | New Members     | 45     | 43     | 32     | 24     |
|       |               | Drops           | 57     | 36     | 34     | 42     |
|       |               | Net Growth      | -5     | 17     | 2      | -17    |
| 8     | Louisiana     | New Clubs       | 1      | 0      | 0      | 1      |
|       |               | Charter Members | 36     | 0      | 1      | 25     |
|       |               | New Members     | 53     | 31     | 51     | 23     |
|       |               | Drops           | 38     | 62     | 47     | 24     |
|       |               | Net Growth      | 52     | -31    | 9      | 25     |
| 26    | Missouri      | New Clubs       | 0      | 0      | 0      | 0      |
|       |               | Charter Members | 0      | 4      | 0      | 1      |
|       |               | New Members     | 86     | 68     | 71     | 75     |
|       |               | Drops           | 44     | 89     | 76     | 71     |
|       |               | Net Growth      | 47     | -8     | -3     | 10     |
| Total | Joe Al Picone | New Clubs       | 3      | 1      | 1      | 4      |
|       |               | Charter Members | 118    | 36     | 33     | 103    |
|       |               | New Members     | 543    | 459    | 500    | 451    |
|       |               | Drops           | 460    | 480    | 534    | 511    |
|       |               | Net Growth      | 257    | 74     | 33     | 95     |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>      | <b>CA 1</b>            | <b>2014-2015<br/>4th Qtr</b> | <b>2015-2016<br/>4th Qtr</b> | <b>2016-2017<br/>4th Qtr</b> |
|--------------|----------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>2</b>     | <b>Texas</b>         | <b>New Clubs</b>       | 16                           | 8                            | 10                           |
|              |                      | <b>Charter Members</b> | 421                          | 235                          | 270                          |
|              |                      | <b>New Members</b>     | 841                          | 806                          | 1256                         |
|              |                      | <b>Drops</b>           | 999                          | 1280                         | 1233                         |
|              |                      | <b>Net Growth</b>      | 362                          | -115                         | 412                          |
| <b>3</b>     | <b>Oklahoma</b>      | <b>New Clubs</b>       | 0                            | 0                            | 1                            |
|              |                      | <b>Charter Members</b> | 0                            | 0                            | 22                           |
|              |                      | <b>New Members</b>     | 99                           | 88                           | 159                          |
|              |                      | <b>Drops</b>           | 179                          | 158                          | 141                          |
|              |                      | <b>Net Growth</b>      | -69                          | -68                          | 47                           |
| <b>7</b>     | <b>Arkansas</b>      | <b>New Clubs</b>       | 3                            | 0                            | 0                            |
|              |                      | <b>Charter Members</b> | 66                           | 2                            | 1                            |
|              |                      | <b>New Members</b>     | 96                           | 118                          | 140                          |
|              |                      | <b>Drops</b>           | 210                          | 139                          | 186                          |
|              |                      | <b>Net Growth</b>      | -40                          | -4                           | -32                          |
| <b>8</b>     | <b>Louisiana</b>     | <b>New Clubs</b>       | 1                            | 1                            | 0                            |
|              |                      | <b>Charter Members</b> | 49                           | 25                           | 1                            |
|              |                      | <b>New Members</b>     | 125                          | 99                           | 144                          |
|              |                      | <b>Drops</b>           | 138                          | 221                          | 147                          |
|              |                      | <b>Net Growth</b>      | 47                           | -94                          | 10                           |
| <b>26</b>    | <b>Missouri</b>      | <b>New Clubs</b>       | 0                            | 1                            | 1                            |
|              |                      | <b>Charter Members</b> | 4                            | 26                           | 48                           |
|              |                      | <b>New Members</b>     | 211                          | 236                          | 258                          |
|              |                      | <b>Drops</b>           | 318                          | 308                          | 346                          |
|              |                      | <b>Net Growth</b>      | -78                          | -29                          | -7                           |
| <b>Total</b> | <b>Joe Al Picone</b> | <b>New Clubs</b>       | 20                           | 10                           | 12                           |
|              |                      | <b>Charter Members</b> | 540                          | 288                          | 342                          |
|              |                      | <b>New Members</b>     | 1372                         | 1347                         | 1957                         |
|              |                      | <b>Drops</b>           | 1844                         | 2106                         | 2053                         |
|              |                      | <b>Net Growth</b>      | 222                          | -310                         | 430                          |

### 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 | 1         | 25        | 1         | 22        | 0         |
|       |                       | New Members     | 383       | 285       | 240       | 253       | 263       |
|       |                       | Drops           | 395       | 538       | 366       | 298       | 329       |
|       |                       | Net Growth      | 21        | -167      | -96       | 6         | -29       |
| 17    | Kansas                | New Clubs       | 0         | 2         | 1         | 0         | 1         |
|       |                       | Charter Members | 2         | 53        | 24        | 1         | 22        |
|       |                       | New Members     | 378       | 400       | 333       | 368       | 318       |
|       |                       | Drops           | 523       | 602       | 512       | 492       | 483       |
|       |                       | Net Growth      | -113      | -104      | -106      | -73       | -112      |
| 21    | Arizona<br>California | New Clubs       | 2         | 5         | 1         | 0         | 0         |
|       |                       | Charter Members | 71        | 136       | 52        | 8         | 15        |
|       |                       | New Members     | 436       | 357       | 405       | 337       | 273       |
|       |                       | Drops           | 460       | 442       | 491       | 367       | 446       |
|       |                       | Net Growth      | 132       | 110       | 44        | 54        | -90       |
| 28    | Utah                  | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |                       | Charter Members | 0         | 0         | 0         | 0         | 0         |
|       |                       | New Members     | 109       | 102       | 126       | 88        | 62        |
|       |                       | Drops           | 150       | 152       | 159       | 112       | 125       |
|       |                       | Net Growth      | -29       | -44       | -28       | -21       | -57       |
| 38    | Nebraska              | New Clubs       | 0         | 0         | 1         | 0         | 0         |
|       |                       | Charter Members | 2         | 3         | 25        | 0         | 1         |
|       |                       | New Members     | 237       | 260       | 213       | 191       | 200       |
|       |                       | Drops           | 316       | 291       | 306       | 227       | 294       |
|       |                       | Net Growth      | -59       | 5         | -45       | -25       | -82       |
| 40    | Arizona<br>New Mexico | New Clubs       | 2         | 0         | 0         | 0         | 1         |
|       |                       | Charter Members | 87        | 3         | 0         | 0         | 24        |
|       |                       | New Members     | 93        | 121       | 97        | 113       | 100       |
|       |                       | Drops           | 129       | 226       | 182       | 143       | 148       |
|       |                       | Net Growth      | 72        | -82       | -70       | -4        | -14       |
| 15    | Wyoming               | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |                       | Charter Members | 0         | 0         | 0         | 0         | 0         |
|       |                       | New Members     | 89        | 100       | 74        | 54        | 51        |
|       |                       | Drops           | 116       | 121       | 110       | 128       | 104       |
|       |                       | Net Growth      | -13       | -10       | -26       | -61       | -49       |
| Total | William Phillipi      | New Clubs       | 4         | 8         | 3         | 1         | 2         |
|       |                       | Charter Members | 163       | 220       | 102       | 31        | 62        |
|       |                       | New Members     | 1725      | 1625      | 1488      | 1404      | 1267      |
|       |                       | Drops           | 2089      | 2372      | 2126      | 1767      | 1929      |
|       |                       | Net Growth      | 11        | -292      | -327      | -124      | -433      |

### April (Only) Results

| MD    | GMT Area              | CA 1            | Apr-15 | Apr-16 | Apr-17 | Apr-18 |
|-------|-----------------------|-----------------|--------|--------|--------|--------|
| 6     | Colorado              | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 0      | 0      | 1      | 0      |
|       |                       | New Members     | 43     | 31     | 32     | 22     |
|       |                       | Drops           | 59     | 31     | 24     | 18     |
|       |                       | Net Growth      | -12    | 6      | 11     | 5      |
| 17    | Kansas                | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 1      | 0      | 0      | 0      |
|       |                       | New Members     | 66     | 36     | 28     | 41     |
|       |                       | Drops           | 61     | 36     | 31     | 40     |
|       |                       | Net Growth      | 6      | 0      | -3     | 5      |
| 21    | Arizona<br>California | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 2      | 0      | 0      | 1      |
|       |                       | New Members     | 29     | 25     | 18     | 31     |
|       |                       | Drops           | 28     | 48     | 16     | 35     |
|       |                       | Net Growth      | 11     | -17    | 6      | 2      |
| 28    | Utah                  | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 0      | 0      | 0      | 0      |
|       |                       | New Members     | 24     | 5      | 5      | 7      |
|       |                       | Drops           | 17     | 21     | 10     | 10     |
|       |                       | Net Growth      | 7      | -16    | -5     | -2     |
| 38    | Nebraska              | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 1      | 0      | 0      | 1      |
|       |                       | New Members     | 30     | 13     | 21     | 37     |
|       |                       | Drops           | 37     | 26     | 23     | 23     |
|       |                       | Net Growth      | -6     | -11    | 0      | 16     |
| 40    | Arizona<br>New Mexico | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 1      | 0      | 0      | 0      |
|       |                       | New Members     | 11     | 7      | 11     | 9      |
|       |                       | Drops           | 11     | 12     | 9      | 15     |
|       |                       | Net Growth      | 2      | -4     | 5      | -6     |
| 15    | Wyoming               | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 0      | 0      | 0      | 0      |
|       |                       | New Members     | 5      | 24     | 5      | 4      |
|       |                       | Drops           | 11     | 21     | 21     | 15     |
|       |                       | Net Growth      | -5     | 3      | -14    | -10    |
| Total | William Phillipi      | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 5      | 0      | 1      | 2      |
|       |                       | New Members     | 208    | 141    | 120    | 151    |
|       |                       | Drops           | 224    | 195    | 134    | 156    |
|       |                       | Net Growth      | 3      | -39    | 0      | 10     |

**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>               | <b>CA 1</b>            | <b>2014-2015<br/>4th Qtr</b> | <b>2015-2016<br/>4th Qtr</b> | <b>2016-2017<br/>4th Qtr</b> |
|--------------|-------------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>6</b>     | <b>Colorado</b>               | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|              |                               | <b>Charter Members</b> | 0                            | 22                           | 1                            |
|              |                               | <b>New Members</b>     | 89                           | 72                           | 110                          |
|              |                               | <b>Drops</b>           | 161                          | 146                          | 142                          |
|              |                               | <b>Net Growth</b>      | -58                          | -24                          | -16                          |
| <b>17</b>    | <b>Kansas</b>                 | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                               | <b>Charter Members</b> | 6                            | 0                            | 0                            |
|              |                               | <b>New Members</b>     | 129                          | 104                          | 143                          |
|              |                               | <b>Drops</b>           | 255                          | 214                          | 186                          |
|              |                               | <b>Net Growth</b>      | -111                         | -108                         | -36                          |
| <b>21</b>    | <b>Arizona<br/>California</b> | <b>New Clubs</b>       | 1                            | 0                            | 1                            |
|              |                               | <b>Charter Members</b> | 43                           | 0                            | 29                           |
|              |                               | <b>New Members</b>     | 80                           | 79                           | 181                          |
|              |                               | <b>Drops</b>           | 197                          | 318                          | 247                          |
|              |                               | <b>Net Growth</b>      | -50                          | -216                         | -5                           |
| <b>28</b>    | <b>Utah</b>                   | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                               | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                               | <b>New Members</b>     | 57                           | 26                           | 48                           |
|              |                               | <b>Drops</b>           | 72                           | 74                           | 63                           |
|              |                               | <b>Net Growth</b>      | -14                          | -46                          | -10                          |
| <b>38</b>    | <b>Nebraska</b>               | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                               | <b>Charter Members</b> | 1                            | 0                            | 0                            |
|              |                               | <b>New Members</b>     | 69                           | 29                           | 85                           |
|              |                               | <b>Drops</b>           | 155                          | 106                          | 69                           |
|              |                               | <b>Net Growth</b>      | -82                          | -72                          | 21                           |
| <b>40</b>    | <b>Arizona<br/>New Mexico</b> | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                               | <b>Charter Members</b> | 1                            | 0                            | 0                            |
|              |                               | <b>New Members</b>     | 24                           | 19                           | 45                           |
|              |                               | <b>Drops</b>           | 58                           | 43                           | 61                           |
|              |                               | <b>Net Growth</b>      | -32                          | -21                          | -9                           |
| <b>15</b>    | <b>Wyoming</b>                | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|              |                               | <b>Charter Members</b> | 0                            | 25                           | 0                            |
|              |                               | <b>New Members</b>     | 11                           | 31                           | 29                           |
|              |                               | <b>Drops</b>           | 57                           | 37                           | 54                           |
|              |                               | <b>Net Growth</b>      | -43                          | 22                           | -23                          |
| <b>Total</b> | <b>William Phillipi</b>       | <b>New Clubs</b>       | 1                            | 2                            | 1                            |
|              |                               | <b>Charter Members</b> | 51                           | 47                           | 30                           |
|              |                               | <b>New Members</b>     | 459                          | 360                          | 641                          |
|              |                               | <b>Drops</b>           | 955                          | 938                          | 822                          |
|              |                               | <b>Net Growth</b>      | -390                         | -465                         | -78                          |

### MD Wise Analysis

| MD    | GMT Area                                      | CA 1            | 2013-2014 | 2014-2015 | 2015-2016 | 2016-2017 | 2017-2018 |
|-------|---|-----------------|-----------|-----------|-----------|-----------|-----------|
| 4     | California                                    | New Clubs       | 11        | 13        | 11        | 23        | 17        |
|       |   | Charter Members | 442       | 441       | 397       | 815       | 521       |
|       |   | New Members     | 1904      | 2228      | 2017      | 2006      | 1882      |
|       |   | Drops           | 2536      | 2415      | 2622      | 2464      | 3045      |
|       |   | Net Growth      | 137       | 528       | 38        | 623       | -315      |
| 19    | British Columbia<br>Idaho<br>Washington       | New Clubs       | 1         | 0         | 0         | 1         | 2         |
|       |   | Charter Members | 33        | 7         | 5         | 41        | 57        |
|       |   | New Members     | 567       | 514       | 529       | 526       | 523       |
|       |   | Drops           | 766       | 740       | 745       | 688       | 701       |
|       |   | Net Growth      | -79       | -110      | -135      | -46       | -61       |
| 36    | California<br>Oregon                          | New Clubs       | 0         | 2         | 1         | 1         | 0         |
|       |   | Charter Members | 6         | 57        | 32        | 28        | 5         |
|       |   | New Members     | 288       | 381       | 327       | 286       | 265       |
|       |   | Drops           | 460       | 469       | 489       | 474       | 430       |
|       |   | Net Growth      | -117      | 28        | -79       | -107      | -107      |
| 37    | Alberta<br>Montana                            | New Clubs       | 1         | 0         | 0         | 0         | 0         |
|       |   | Charter Members | 21        | 0         | 0         | 0         | 0         |
|       |   | New Members     | 180       | 176       | 0         | 0         | 0         |
|       |   | Drops           | 274       | 210       | 0         | 0         | 0         |
|       |   | Net Growth      | -52       | -15       | 0         | 0         | 0         |
| 39    | Idaho<br>Oregon                               | New Clubs       | 0         | 1         | 0         | 2         | 0         |
|       |   | Charter Members | 12        | 35        | 2         | 46        | 1         |
|       |   | New Members     | 107       | 145       | 141       | 118       | 71        |
|       |   | Drops           | 179       | 143       | 191       | 152       | 155       |
|       |   | Net Growth      | -51       | 52        | -33       | 21        | -72       |
| 49    | Alaska<br>British Columbia<br>Yukon Territory | New Clubs       | 2         | 0         | 1         | 3         | 0         |
|       |   | Charter Members | 49        | 4         | 32        | 71        | 2         |
|       |   | New Members     | 370       | 329       | 280       | 254       | 249       |
|       |   | Drops           | 397       | 295       | 527       | 421       | 431       |
|       |   | Net Growth      | 48        | 78        | -172      | -45       | -158      |
| 50    | Hawaii  | New Clubs       | 0         | 0         | 1         | 1         | 0         |
|       |   | Charter Members | 2         | 4         | 35        | 35        | 1         |
|       |   | New Members     | 177       | 190       | 193       | 160       | 105       |
|       |   | Drops           | 175       | 182       | 192       | 217       | 182       |
|       |   | Net Growth      | 18        | 32        | 55        | 9         | -50       |
| 46    | California<br>Nevada                          | New Clubs       | 1         | 1         | 0         | 0         | 1         |
|       |   | Charter Members | 86        | 24        | 1         | 30        | 43        |
|       |   | New Members     | 175       | 131       | 113       | 115       | 113       |
|       |   | Drops           | 166       | 297       | 199       | 150       | 269       |
|       |   | Net Growth      | 124       | -124      | -51       | 12        | -98       |
| 37    | Montana                                       | New Clubs       | 0         | 0         | 0         | 2         | 0         |
|       |   | Charter Members | 0         | 0         | 0         | 52        | 0         |
|       |   | New Members     | 0         | 0         | 144       | 77        | 97        |
|       |   | Drops           | 0         | 0         | 146       | 163       | 117       |
|       |   | Net Growth      | 0         | 0         | 10        | -18       | -13       |
| Total | Howard Hudson                                 | New Clubs       | 16        | 17        | 14        | 33        | 20        |
|       |   | Charter Members | 651       | 572       | 504       | 1118      | 630       |
|       |   | New Members     | 3768      | 4094      | 3744      | 3542      | 3305      |
|       |   | Drops           | 4953      | 4751      | 5111      | 4729      | 5330      |
|       |   | Net Growth      | 28        | 469       | -367      | 449       | -874      |

### April (Only) Results

| MD           | GMT Area                                      | CA 1  | Apr-15                                   | Apr-16                                  | Apr-17                                   | Apr-18                                  |
|--------------|---|---|--|---|--|---|
| 4            | California                                    | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth            | 4<br>96<br>224<br>225<br>133             | 2<br>52<br>200<br>200<br>65             | 4<br>95<br>191<br>172<br>135             | 3<br>73<br>211<br>222<br>87             |
| 19           | British Columbia<br>Idaho<br>Washington       | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth            | 0<br>0<br>55<br>19<br>39                 | 0<br>0<br>62<br>46<br>26                | 0<br>3<br>82<br>30<br>64                 | 0<br>0<br>61<br>28<br>38                |
| 36           | California<br>Oregon                          | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth            | 0<br>1<br>31<br>32<br>2                  | 0<br>1<br>32<br>44<br>-7                | 0<br>0<br>31<br>28<br>6                  | 0<br>0<br>26<br>19<br>9                 |
| 37           | Alberta<br>Montana                            | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth            | 0<br>0<br>12<br>12<br>0                  | 0<br>0<br>0<br>0<br>0                   | 0<br>0<br>0<br>0<br>0                    | 0<br>0<br>0<br>0<br>0                   |
| 39           | Idaho<br>Oregon                               | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth            | 0<br>3<br>15<br>14<br>5                  | 0<br>0<br>29<br>15<br>14                | 0<br>3<br>19<br>30<br>-4                 | 0<br>0<br>12<br>8<br>5                  |
| 49           | Alaska<br>British Columbia<br>Yukon Territory | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth            | 0<br>0<br>59<br>27<br>34                 | 0<br>0<br>60<br>18<br>53                | 1<br>21<br>54<br>50<br>28                | 0<br>0<br>22<br>22<br>5                 |
| 50           | Hawaii  | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth            | 0<br>1<br>22<br>4<br>23                  | 0<br>5<br>18<br>12<br>12                | 0<br>0<br>14<br>7<br>8                   | 0<br>0<br>13<br>8<br>8                  |
| 46           | California<br>Nevada                          | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth            | 0<br>0<br>10<br>51<br>-39                | 0<br>0<br>12<br>17<br>-2                | 0<br>0<br>6<br>8<br>-1                   | 0<br>0<br>17<br>8<br>9                  |
| 37           | Montana                                       | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth            | 0<br>0<br>0<br>0<br>0                    | 0<br>0<br>11<br>14<br>-1                | 0<br>0<br>8<br>26<br>-16                 | 0<br>0<br>4<br>6<br>-2                  |
| <b>Total</b> | <b>Howard Hudson</b>                          | <b>New Clubs<br/>Charter Members<br/>New Members<br/>Drops<br/>Net Growth</b> | <b>4<br/>101<br/>428<br/>384<br/>197</b> | <b>2<br/>58<br/>424<br/>366<br/>160</b> | <b>5<br/>122<br/>405<br/>351<br/>220</b> | <b>3<br/>73<br/>366<br/>321<br/>159</b> |



**Statement for 4th Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>  | <b>CA 1</b>            | <b>2014-2015<br/>4th Qtr</b> | <b>2015-2016<br/>4th Qtr</b> | <b>2016-2017<br/>4th Qtr</b> |
|--------------|--|------------------------|------------------------------|------------------------------|------------------------------|
| <b>4</b>     | <b>California</b>                                      | <b>New Clubs</b>       | 19                           | 8                            | 17                           |
|              |  | <b>Charter Members</b> | 470                          | 190                          | 452                          |
|              |  | <b>New Members</b>     | 531                          | 580                          | 754                          |
|              |  | <b>Drops</b>           | 1112                         | 1217                         | 1094                         |
|              |  | <b>Net Growth</b>      | -26                          | -394                         | 197                          |
| <b>19</b>    | <b>British Columbia<br/>Idaho<br/>Washington</b>       | <b>New Clubs</b>       | 2                            | 0                            | 1                            |
|              |  | <b>Charter Members</b> | 43                           | 2                            | 31                           |
|              |  | <b>New Members</b>     | 137                          | 178                          | 259                          |
|              |  | <b>Drops</b>           | 208                          | 272                          | 262                          |
|              |  | <b>Net Growth</b>      | -16                          | -55                          | 66                           |
| <b>36</b>    | <b>California<br/>Oregon</b>                           | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 8                            | 1                            | 0                            |
|              |  | <b>New Members</b>     | 130                          | 87                           | 141                          |
|              |  | <b>Drops</b>           | 229                          | 187                          | 138                          |
|              |  | <b>Net Growth</b>      | -79                          | -88                          | 11                           |
| <b>37</b>    | <b>Alberta<br/>Montana</b>                             | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |  | <b>New Members</b>     | 41                           | 0                            | 0                            |
|              |  | <b>Drops</b>           | 82                           | 0                            | 0                            |
|              |  | <b>Net Growth</b>      | -38                          | 0                            | 0                            |
| <b>39</b>    | <b>Idaho<br/>Oregon</b>                                | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 4                            | 0                            | 9                            |
|              |  | <b>New Members</b>     | 44                           | 49                           | 53                           |
|              |  | <b>Drops</b>           | 41                           | 47                           | 93                           |
|              |  | <b>Net Growth</b>      | 10                           | 2                            | -23                          |
| <b>49</b>    | <b>Alaska<br/>British Columbia<br/>Yukon Territory</b> | <b>New Clubs</b>       | 1                            | 0                            | 2                            |
|              |  | <b>Charter Members</b> | 21                           | 1                            | 44                           |
|              |  | <b>New Members</b>     | 145                          | 141                          | 125                          |
|              |  | <b>Drops</b>           | 187                          | 104                          | 188                          |
|              |  | <b>Net Growth</b>      | -13                          | 57                           | -8                           |
| <b>50</b>    | <b>Hawaii</b>  | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 1                            | 17                           | 0                            |
|              |  | <b>New Members</b>     | 71                           | 37                           | 68                           |
|              |  | <b>Drops</b>           | 36                           | 76                           | 83                           |
|              |  | <b>Net Growth</b>      | 42                           | -21                          | -13                          |
| <b>46</b>    | <b>California<br/>Nevada</b>                           | <b>New Clubs</b>       | 0                            | 2                            | 3                            |
|              |  | <b>Charter Members</b> | 2                            | 46                           | 69                           |
|              |  | <b>New Members</b>     | 52                           | 40                           | 84                           |
|              |  | <b>Drops</b>           | 164                          | 134                          | 77                           |
|              |  | <b>Net Growth</b>      | -96                          | -34                          | 81                           |
| <b>37</b>    | <b>Montana</b>   | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |  | <b>New Members</b>     | 0                            | 31                           | 41                           |
|              |  | <b>Drops</b>           | 0                            | 38                           | 101                          |
|              |  | <b>Net Growth</b>      | 0                            | -3                           | -57                          |
| <b>Total</b> | <b>Howard Hudson</b>                                   | <b>New Clubs</b>       | 22                           | 10                           | 23                           |
|              |  | <b>Charter Members</b> | 549                          | 257                          | 605                          |
|              |  | <b>New Members</b>     | 1151                         | 1143                         | 1525                         |
|              |  | <b>Drops</b>           | 2059                         | 2075                         | 2036                         |
|              |  | <b>Net Growth</b>      | -216                         | -536                         | 254                          |

