

# MD ANALYSIS

## CA 1 May Analysis

GAT Constitutional Area 1 Leader: JEROME THOMPSON

### July 2017 to May 2018 (11 months) Results

CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
New Clubs	107	110	86	145	106
Charter Members	3611	3535	2847	4425	3396
New Members	27275	27837	26606	25652	23303
Drops	37509	37527	36683	35567	37922
Net Growth	-3093	-2694	-4070	-2351	-8014

### May (Only Results)

CA 1	May-15	May-16	May-17	May-18
New Clubs	17	17	25	11
Charter Members	478	414	676	333
New Members	2240	2334	2276	2140
Drops	3160	3185	3193	3950
Net Growth	-218	-209	-7	-1194

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

CA 1	2014-2015 4th Qtr	2015-2016 4th Qtr	2016-2017 4th Qtr
New Clubs	70	45	82
Charter Members	1978	1226	2303
New Members	7640	7397	10412
Drops	13204	12870	12638
Net Growth	-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	3	4	0	1	3
		Charter Members	69	116	8	27	86
		New Members	331	440	360	369	341
		Drops	545	516	586	526	495
		Net Growth	-95	63	-144	-87	-19
20	Bermuda New York	New Clubs	3	6	11	7	6
		Charter Members	80	170	323	182	177
		New Members	1108	1137	1108	1130	982
		Drops	1360	1378	1435	1422	1550
		Net Growth	-49	61	146	11	-290
22	Delaware District Of Columbia Maryland	New Clubs	4	2	1	3	1
		Charter Members	114	54	26	111	51
		New Members	527	436	468	499	459
		Drops	778	717	621	578	743
		Net Growth	-67	-164	-69	81	-173
23	Connecticut	New Clubs	0	0	3	2	5
		Charter Members	4	5	87	72	100
		New Members	346	373	362	351	328
		Drops	586	523	509	477	529
		Net Growth	-189	-104	-33	-20	-68
33	Massachusetts	New Clubs	0	0	0	3	0
		Charter Members	13	5	10	93	4
		New Members	645	605	559	541	521
		Drops	617	747	728	670	718
		Net Growth	120	-96	-108	33	-132
44	New Hampshire	New Clubs	1	1	2	2	2
		Charter Members	27	30	85	43	55
		New Members	216	225	192	198	177
		Drops	220	290	247	262	224
		Net Growth	37	-11	45	-5	17
42	Rhode Island	New Clubs	0	0	0	1	0
		Charter Members	0	0	3	22	0
		New Members	88	63	78	78	70
		Drops	138	152	112	75	92
		Net Growth	-8	-83	-12	28	-16
45	New York Vermont	New Clubs	1	0	1	0	0
		Charter Members	23	2	21	0	0
		New Members	90	92	74	85	76
		Drops	94	102	128	143	96
		Net Growth	30	-5	-29	-48	-7
41	Maine	New Clubs	0	0	0	0	0
		Charter Members	0	2	4	0	0
		New Members	166	147	125	163	139
		Drops	210	187	155	175	167
		Net Growth	-29	-20	-13	2	-19
<b>Total</b>  <b>Mahesh Chitnis</b>		New Clubs	12	13	18	19	17
		Charter Members	330	384	567	550	473
		New Members	3517	3518	3326	3414	3093
		Drops	4548	4612	4521	4328	4614
		Net Growth	-250	-359	-217	-5	-707

### May (Only) Results

MD	GMT Area	CA 1	May-15	May-16	May-17	May-18
16	New Jersey	New Clubs	0	0	1	0
		Charter Members	7	0	24	0
		New Members	47	31	27	33
		Drops	59	40	48	42
		Net Growth	-3	-8	3	-8
20	Bermuda New York	New Clubs	0	2	0	0
		Charter Members	0	42	0	3
		New Members	87	71	72	65
		Drops	107	88	95	149
		Net Growth	-17	33	-18	-73
22	Delaware District Of Columbia Maryland	New Clubs	0	1	1	0
		Charter Members	1	20	21	0
		New Members	35	41	35	48
		Drops	74	47	47	51
		Net Growth	-28	15	11	0
23	Connecticut	New Clubs	0	1	0	0
		Charter Members	0	23	0	7
		New Members	33	29	38	21
		Drops	37	28	32	57
		Net Growth	-3	26	7	-27
33	Massachusetts	New Clubs	0	0	1	0
		Charter Members	0	1	22	0
		New Members	38	49	66	51
		Drops	20	65	31	70
		Net Growth	19	-9	59	-17
44	New Hampshire	New Clubs	0	0	1	0
		Charter Members	0	4	20	0
		New Members	12	13	5	16
		Drops	19	8	42	17
		Net Growth	-5	10	-17	-1
42	Rhode Island	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	1	8	11	6
		Drops	5	14	2	19
		Net Growth	-4	-2	9	-12
45	New York Vermont	New Clubs	0	1	0	0
		Charter Members	1	20	0	0
		New Members	8	7	4	4
		Drops	10	15	2	3
		Net Growth	-1	13	2	1
41	Maine	New Clubs	0	0	0	0
		Charter Members	2	0	0	0
		New Members	15	12	22	20
		Drops	20	15	18	17
		Net Growth	-2	-1	4	3
Total	Mahesh Chitnis	New Clubs	0	5	4	0
		Charter Members	11	110	87	10
		New Members	276	261	280	264
		Drops	351	320	317	425
		Net Growth	-44	77	60	-134

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

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

		2014-2015 4th Qtr	2015-2016 4th Qtr	2016-2017 4th Qtr
<b>Total</b>	<b>New Clubs</b>	6	9	14
	<b>Charter Members</b>	176	222	418
<b>Mahesh Chitnis</b>	<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	60	41	27	67	37
		New Members	907	871	844	821	663
		Drops	1215	1228	1142	1222	1175
		Net Growth	-132	-221	-154	-266	-381
14	Pennsylvania	New Clubs	2	2	3	5	9
		Charter Members	77	68	121	145	271
		New Members	1284	1220	1178	1130	1197
		Drops	2243	1990	1844	1715	1934
		Net Growth	-672	-550	-418	-327	-317
24	Virginia	New Clubs	2	0	2	1	3
		Charter Members	49	4	48	30	156
		New Members	539	544	566	515	506
		Drops	760	725	747	786	762
		Net Growth	-114	-110	-67	-152	-30
29	West Virginia	New Clubs	0	0	0	1	1
		Charter Members	14	3	1	25	21
		New Members	300	347	324	287	224
		Drops	488	464	404	450	413
		Net Growth	-135	-79	-59	-105	-138
Total	Cindy Gregg	New Clubs	6	3	6	9	14
		Charter Members	200	116	197	267	485
		New Members	3030	2982	2912	2753	2590
		Drops	4706	4407	4137	4173	4284
		Net Growth	-1053	-960	-698	-850	-866

### May (Only) Results

MD	GMT Area	CA 1	May-15	May-16	May-17	May-18
13	Ohio	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	61	74	85	71
		Drops	166	103	139	133
		Net Growth	-100	-26	-47	-45
14	Pennsylvania	New Clubs	0	0	1	0
		Charter Members	1	0	20	0
		New Members	114	96	82	108
		Drops	193	171	141	211
		Net Growth	-71	-63	-34	-90
24	Virginia	New Clubs	0	0	0	1
		Charter Members	0	3	0	29
		New Members	38	31	57	45
		Drops	59	45	74	67
		Net Growth	-16	-10	-14	10
29	West Virginia	New Clubs	0	0	1	0
		Charter Members	0	0	23	0
		New Members	52	33	28	29
		Drops	37	31	27	49
		Net Growth	17	2	25	-17
Total	Cindy Gregg	New Clubs	0	0	2	1
		Charter Members	2	3	43	29
		New Members	265	234	252	253
		Drops	455	350	381	460
		Net Growth	-170	-97	-70	-142

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>	<b>2016-2017 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	4	5	4
		Charter Members	50	67	141	146	125
		New Members	1059	1091	1106	974	877
		Drops	1466	1449	1276	1413	1551
		Net Growth	-246	-144	89	-151	-447
11	Michigan	New Clubs	3	0	4	3	2
		Charter Members	78	9	116	118	107
		New Members	836	817	743	813	796
		Drops	1173	1173	1104	1167	1187
		Net Growth	-133	-232	-148	-137	-159
25	Indiana	New Clubs	0	0	2	2	0
		Charter Members	15	5	78	69	11
		New Members	680	757	728	698	652
		Drops	1043	1059	1015	1034	1079
		Net Growth	-273	-198	-111	-211	-334
43	Kentucky	New Clubs	2	1	0	4	0
		Charter Members	54	35	9	100	3
		New Members	502	561	397	360	290
		Drops	605	699	644	625	634
		Net Growth	0	-50	-198	-107	-276
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	3
		New Members	100	103	115	94	103
		Drops	167	119	150	153	131
		Net Growth	-55	2	-28	-51	-19
Total	Steve Anton	New Clubs	7	3	10	14	6
		Charter Members	197	116	344	433	249
		New Members	3177	3329	3089	2939	2718
		Drops	4454	4499	4189	4392	4582
		Net Growth	-707	-622	-396	-657	-1235

### May (Only) Results

MD	GMT Area	CA 1	May-15	May-16	May-17	May-18
1	Illinois	New Clubs	0	1	1	1
		Charter Members	4	25	33	24
		New Members	89	89	102	73
		Drops	130	127	156	184
		Net Growth	-32	-9	-16	-81
11	Michigan	New Clubs	0	0	0	0
		Charter Members	1	0	4	2
		New Members	104	80	56	70
		Drops	101	85	98	127
		Net Growth	13	0	-26	-29
25	Indiana	New Clubs	0	0	0	0
		Charter Members	1	9	1	8
		New Members	46	52	60	71
		Drops	87	86	112	163
		Net Growth	-32	-21	-46	-82
43	Kentucky	New Clubs	0	0	1	0
		Charter Members	1	0	23	0
		New Members	43	33	36	39
		Drops	76	64	72	47
		Net Growth	-30	-28	-13	-3
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	10	13	15	9
		Drops	15	21	8	11
		Net Growth	-2	-8	8	-2
Total	Steve Anton	New Clubs	0	1	2	1
		Charter Members	7	34	61	34
		New Members	292	267	269	262
		Drops	409	383	446	532
		Net Growth	-83	-66	-93	-197

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>	<b>2016-2017 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 South Dakota	New Clubs	0	3	1	1	0
		Charter Members	6	90	29	27	0
		New Members	382	420	345	375	325
		Drops	622	546	509	488	521
		Net Growth	-173	29	-107	-54	-145
5M	Minnesota	New Clubs	3	2	6	5	4
		Charter Members	120	76	170	130	102
		New Members	1265	1286	1308	1129	1176
		Drops	1465	1442	1480	1331	1489
		Net Growth	39	33	115	44	-73
9	Iowa	New Clubs	1	1	1	2	1
		Charter Members	36	29	34	64	28
		New Members	598	565	543	649	478
		Drops	744	852	841	812	806
		Net Growth	-57	-213	-210	-47	-221
27	Wisconsin	New Clubs	1	3	2	1	3
		Charter Members	26	168	44	23	74
		New Members	1323	1262	1410	1271	1095
		Drops	1538	1620	1570	1512	1603
		Net Growth	-72	-16	31	-97	-304
Total	Michael Molenda	New Clubs	5	9	10	9	8
		Charter Members	188	363	277	244	204
		New Members	3568	3533	3606	3424	3074
		Drops	4369	4460	4400	4143	4419
		Net Growth	-263	-167	-171	-154	-743

### May (Only) Results

MD	GMT Area	CA 1	May-15	May-16	May-17	May-18
5	North Dakota South Dakota	New Clubs	1	1	0	0
		Charter Members	22	24	0	0
		New Members	23	26	28	23
		Drops	54	25	45	54
		Net Growth	-3	29	-15	-28
5M	Minnesota	New Clubs	0	1	0	1
		Charter Members	3	21	1	25
		New Members	111	125	79	119
		Drops	170	78	106	161
		Net Growth	-48	80	-16	-5
9	Iowa	New Clubs	0	0	0	1
		Charter Members	0	3	1	23
		New Members	61	50	50	39
		Drops	63	108	87	82
		Net Growth	4	-53	-34	-18
27	Wisconsin	New Clubs	0	0	0	0
		Charter Members	15	0	1	4
		New Members	133	150	119	78
		Drops	159	161	129	204
		Net Growth	2	23	-1	-115
Total	Michael Molenda	New Clubs	1	2	0	2
		Charter Members	40	48	3	52
		New Members	328	351	276	259
		Drops	446	372	367	501
		Net Growth	-45	79	-66	-166

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

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

### MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
12	Tennessee	New Clubs	6	1	0	4	3
		Charter Members	221	29	6	110	142
		New Members	706	536	537	513	485
		Drops	840	806	801	701	740
		Net Growth	132	-192	-220	-29	-40
18	Georgia	New Clubs	3	3	0	0	1
		Charter Members	84	96	7	5	30
		New Members	521	477	447	422	313
		Drops	770	761	692	696	592
		Net Growth	-98	-140	-168	-222	-209
30	Mississippi	New Clubs	0	0	1	2	1
		Charter Members	16	2	30	60	29
		New Members	236	270	238	184	229
		Drops	357	339	321	330	372
		Net Growth	-80	-49	-25	-52	-85
31	North Carolina	New Clubs	1	1	0	6	1
		Charter Members	54	36	5	177	31
		New Members	501	516	471	499	383
		Drops	906	899	806	756	858
		Net Growth	-252	-266	-281	7	-382
32	South Carolina	New Clubs	0	1	0	4	0
		Charter Members	3	31	7	114	1
		New Members	338	347	320	297	289
		Drops	541	490	425	451	435
		Net Growth	-156	-63	-63	4	-101
34	Alabama	New Clubs	5	5	4	0	1
		Charter Members	113	143	131	12	44
		New Members	325	324	272	237	230
		Drops	439	433	428	491	408
		Net Growth	51	69	5	-216	-102
35	Bahamas Florida	New Clubs	5	5	2	6	4
		Charter Members	147	135	93	231	110
		New Members	735	698	650	591	540
		Drops	991	968	931	970	1080
		Net Growth	36	47	-9	29	-273
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	0	1
		Charter Members	0	0	0	0	38
		New Members	0	0	0	0	124
		Drops	0	0	0	0	454
		Net Growth	0	0	0	0	-278
60	Various	New Clubs	0	0	1	1	2
		Charter Members	0	0	40	23	70
		New Members	0	0	234	301	124
		Drops	0	0	200	271	301
		Net Growth	0	0	105	76	-86
Total	Stacey Jones	New Clubs	20	16	8	23	14
		Charter Members	638	472	319	732	495
		New Members	3362	3168	3169	3044	2717
		Drops	4844	4696	4604	4666	5240
		Net Growth	-367	-594	-656	-403	-1556

### May (Only) Results

MD	GMT Area	CA 1	May-15	May-16	May-17	May-18
12	Tennessee	New Clubs	1	0	1	0
		Charter Members	27	0	25	1
		New Members	52	41	43	60
		Drops	70	52	42	78
		Net Growth	12	-8	28	-14
18	Georgia	New Clubs	0	0	0	0
		Charter Members	4	0	0	1
		New Members	33	35	45	46
		Drops	69	60	38	42
		Net Growth	-30	-23	11	9
30	Mississippi	New Clubs	0	0	1	0
		Charter Members	1	0	24	0
		New Members	25	23	18	16
		Drops	28	11	27	28
		Net Growth	1	12	16	-12
31	North Carolina	New Clubs	0	0	1	0
		Charter Members	3	1	27	0
		New Members	27	44	48	23
		Drops	99	77	85	83
		Net Growth	-63	-26	-7	-52
32	South Carolina	New Clubs	0	0	0	0
		Charter Members	0	0	1	1
		New Members	25	27	26	31
		Drops	15	41	45	42
		Net Growth	12	-13	-17	-5
34	Alabama	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	17	30	23	24
		Drops	37	38	33	51
		Net Growth	-20	-7	-6	-23
35	Bahamas Florida	New Clubs	1	1	1	0
		Charter Members	23	27	48	2
		New Members	45	52	47	52
		Drops	72	80	90	112
		Net Growth	10	9	16	-53
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	0
		Charter Members	0	0	0	10
		New Members	0	0	0	49
		Drops	0	0	0	100
		Net Growth	0	0	0	-38
60	Various	New Clubs	0	0	0	0
		Charter Members	0	0	2	10
		New Members	0	59	42	15
		Drops	0	34	50	23
		Net Growth	0	26	6	2
Total	Stacey Jones	New Clubs	2	1	4	0
		Charter Members	58	28	127	26
		New Members	224	311	292	316
		Drops	390	393	410	559
		Net Growth	-78	-30	47	-186



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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>	<b>2016-2017 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 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	28	25	12	26	18
		Charter Members	928	776	389	750	598
		New Members	2775	3199	3052	2955	2636
		Drops	4194	4400	4323	4265	4349
		Net Growth	-97	-5	-586	-233	-807
3	Oklahoma	New Clubs	0	2	0	1	0
		Charter Members	1	55	1	23	8
		New Members	432	433	351	317	336
		Drops	613	576	445	502	522
		Net Growth	-117	-53	-66	-125	-132
7	Arkansas	New Clubs	3	5	1	0	1
		Charter Members	80	132	27	0	26
		New Members	291	306	334	308	269
		Drops	470	502	501	442	402
		Net Growth	-81	-11	-102	-92	-68
8	Louisiana	New Clubs	1	4	1	0	1
		Charter Members	39	183	34	3	27
		New Members	366	455	362	324	241
		Drops	457	617	568	495	474
		Net Growth	-25	78	-138	-136	-186
26	Missouri	New Clubs	2	0	1	3	1
		Charter Members	86	4	29	88	31
		New Members	763	728	723	749	618
		Drops	1059	1008	1035	968	963
		Net Growth	-129	-201	-195	-48	-241
Total	Joe Al Picone	New Clubs	34	36	15	30	21
		Charter Members	1134	1150	480	864	690
		New Members	4627	5121	4822	4653	4100
		Drops	6793	7103	6872	6672	6710
		Net Growth	-449	-192	-1087	-634	-1434

### May (Only) Results

MD	GMT Area	CA 1	May-15	May-16	May-17	May-18
2	Texas	New Clubs	7	4	4	3
		Charter Members	166	89	110	74
		New Members	247	274	281	231
		Drops	272	410	327	413
		Net Growth	179	-24	110	-85
3	Oklahoma	New Clubs	0	0	1	0
		Charter Members	0	0	22	0
		New Members	26	35	37	27
		Drops	33	50	40	62
		Net Growth	-7	-14	23	-32
7	Arkansas	New Clubs	2	0	0	0
		Charter Members	41	0	0	0
		New Members	18	38	34	22
		Drops	45	38	51	25
		Net Growth	17	3	-13	2
8	Louisiana	New Clubs	0	1	0	0
		Charter Members	8	24	0	0
		New Members	40	27	21	23
		Drops	41	66	42	80
		Net Growth	17	-13	-18	-57
26	Missouri	New Clubs	0	1	1	0
		Charter Members	3	21	37	0
		New Members	57	86	55	44
		Drops	91	80	115	79
		Net Growth	-27	27	-14	-31
Total	Joe Al Picone	New Clubs	9	6	6	3
		Charter Members	218	134	169	74
		New Members	388	460	428	347
		Drops	482	644	575	659
		Net Growth	179	-21	88	-203

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>	<b>2016-2017 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	3	25	1	22	0
		New Members	422	303	263	285	275
		Drops	431	569	423	324	369
		Net Growth	45	-177	-109	16	-56
17	Kansas	New Clubs	0	2	1	0	1
		Charter Members	2	57	24	1	22
		New Members	413	439	367	403	356
		Drops	621	667	593	533	531
		Net Growth	-176	-125	-152	-76	-121
21	Arizona California	New Clubs	2	6	1	0	0
		Charter Members	71	176	52	11	16
		New Members	464	379	428	361	317
		Drops	509	478	581	434	529
		Net Growth	116	139	-17	21	-97
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	119	115	132	102	73
		Drops	164	167	175	140	132
		Net Growth	-33	-45	-37	-35	-53
38	Nebraska	New Clubs	0	0	1	0	1
		Charter Members	5	3	25	0	21
		New Members	257	280	224	216	221
		Drops	340	318	343	241	307
		Net Growth	-59	-1	-69	-13	-53
40	Arizona New Mexico	New Clubs	3	0	0	0	1
		Charter Members	107	3	0	0	24
		New Members	111	125	100	128	107
		Drops	141	253	188	176	164
		Net Growth	100	-105	-72	-20	-23
15	Wyoming	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	93	102	78	60	57
		Drops	122	141	117	132	111
		Net Growth	-15	-26	-27	-59	-50
Total	William Phillipi	New Clubs	5	9	3	1	3
		Charter Members	188	264	102	34	83
		New Members	1879	1743	1592	1555	1406
		Drops	2328	2593	2420	1980	2143
		Net Growth	-22	-340	-483	-166	-453

### May (Only) Results

MD	GMT Area	CA 1	May-15	May-16	May-17	May-18
6	Colorado	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	18	23	32	12
		Drops	31	57	26	40
		Net Growth	-10	-13	10	-27
17	Kansas	New Clubs	0	0	0	0
		Charter Members	4	0	0	0
		New Members	39	34	35	38
		Drops	65	81	41	48
		Net Growth	-21	-46	-3	-9
21	Arizona California	New Clubs	1	0	0	0
		Charter Members	40	0	3	1
		New Members	22	23	24	44
		Drops	36	90	67	83
		Net Growth	29	-61	-33	-7
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	13	6	14	11
		Drops	15	16	28	7
		Net Growth	-1	-9	-14	4
38	Nebraska	New Clubs	0	0	0	1
		Charter Members	0	0	0	20
		New Members	20	11	25	21
		Drops	27	37	14	13
		Net Growth	-6	-24	12	29
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	4	3	15	7
		Drops	27	6	33	16
		Net Growth	-23	-2	-16	-9
15	Wyoming	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	2	4	6	6
		Drops	20	7	4	7
		Net Growth	-16	-1	2	-1
Total	William Phillipi	New Clubs	1	0	0	1
		Charter Members	44	0	3	21
		New Members	118	104	151	139
		Drops	221	294	213	214
		Net Growth	-48	-156	-42	-20

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>	<b>2016-2017 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 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 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	13	16	13	28	19
		Charter Members	527	515	439	950	578
		New Members	2061	2356	2194	2166	2032
		Drops	2802	2615	2847	2738	3381
		Net Growth	164	542	41	673	-413
19	British Columbia Idaho Washington	New Clubs	1	0	0	2	3
		Charter Members	33	7	7	68	84
		New Members	613	549	576	579	575
		Drops	835	770	816	746	810
		Net Growth	-100	-100	-149	-20	-72
36	California Oregon	New Clubs	0	2	1	1	0
		Charter Members	6	57	32	28	8
		New Members	319	420	345	307	298
		Drops	508	505	521	506	485
		Net Growth	-129	33	-91	-116	-122
37	Alberta Montana	New Clubs	1	0	0	0	0
		Charter Members	21	0	0	0	0
		New Members	189	200	0	0	0
		Drops	290	259	0	0	0
		Net Growth	-58	-39	0	0	0
39	Idaho Oregon	New Clubs	0	1	0	2	0
		Charter Members	12	36	2	46	1
		New Members	113	161	153	129	83
		Drops	197	157	211	172	176
		Net Growth	-61	56	-41	12	-80
49	Alaska British Columbia Yukon Territory	New Clubs	2	1	1	3	0
		Charter Members	49	25	33	72	2
		New Members	443	387	339	287	283
		Drops	464	316	552	466	458
		Net Growth	63	140	-129	-53	-146
50	Hawaii	New Clubs	0	0	1	1	0
		Charter Members	2	4	46	35	1
		New Members	187	217	199	173	108
		Drops	197	189	200	241	199
		Net Growth	7	53	64	-1	-62
46	California Nevada	New Clubs	1	1	0	1	1
		Charter Members	86	26	2	50	43
		New Members	190	153	125	137	127
		Drops	174	346	241	169	286
		Net Growth	132	-145	-76	37	-99
37	Montana	New Clubs	0	0	0	2	0
		Charter Members	0	0	0	52	0
		New Members	0	0	159	92	99
		Drops	0	0	152	175	135
		Net Growth	0	0	19	-14	-26
<b>Total</b>	<b>Howard Hudson</b>	New Clubs	18	21	16	40	23
		Charter Members	736	670	561	1301	717
		New Members	4115	4443	4090	3870	3605
		Drops	5467	5157	5540	5213	5930
		Net Growth	18	540	-362	518	-1020



### May (Only) Results

MD	GMT Area	CA 1	May-15	May-16	May-17	May-18
4	California	New Clubs	3	2	5	2
		Charter Members	74	42	135	57
		New Members	128	177	160	150
		Drops	200	225	274	336
		Net Growth	14	3	50	-98
19	British Columbia Idaho Washington	New Clubs	0	0	1	1
		Charter Members	0	2	27	27
		New Members	35	47	53	52
		Drops	30	71	58	109
		Net Growth	10	-14	26	-11
36	California Oregon	New Clubs	0	0	0	0
		Charter Members	0	0	0	3
		New Members	39	18	21	33
		Drops	36	32	32	55
		Net Growth	5	-12	-9	-15
37	Alberta Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	24	0	0	0
		Drops	49	0	0	0
		Net Growth	-24	0	0	0
39	Idaho Oregon	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	16	12	11	12
		Drops	14	20	20	21
		Net Growth	4	-8	-9	-8
49	Alaska British Columbia Yukon Territory	New Clubs	1	0	0	0
		Charter Members	21	1	1	0
		New Members	58	59	33	34
		Drops	21	25	45	27
		Net Growth	62	43	-8	12
50	Hawaii	New Clubs	0	0	0	0
		Charter Members	0	11	0	0
		New Members	27	6	13	3
		Drops	7	8	24	17
		Net Growth	21	9	-10	-12
46	California Nevada	New Clubs	0	0	1	0
		Charter Members	2	1	20	0
		New Members	22	12	22	14
		Drops	49	42	19	17
		Net Growth	-21	-25	25	-1
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	15	15	2
		Drops	0	6	12	18
		Net Growth	0	9	4	-13
Total	Howard Hudson	New Clubs	4	2	7	3
		Charter Members	98	57	183	87
		New Members	349	346	328	300
		Drops	406	429	484	600
		Net Growth	71	5	69	-146

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

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

		<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>	<b>2016-2017 4th Qtr</b>
<b>Total</b>	<b>New Clubs</b>	22	10	23
	<b>Charter Members</b>	549	257	605
<b>Howard Hudson</b>	<b>New Members</b>	1151	1143	1525
	<b>Drops</b>	2059	2075	2036
	<b>Net Growth</b>	-216	-536	254

