

MD ANALYSIS

CA 1 November Analysis

GAT Constitutional Area 1 Leader: JEROME THOMPSON

July 2018 to November 2018 (5 months) Results

CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
New Clubs	33	27	57	40	19
Charter Members	1170	1084	1877	1336	781
New Members	13424	12436	12008	10436	10010
Drops	17324	16679	16303	17186	13220
Net Growth	-965	-1611	-797	-3855	-856

November (Only Results)

CA 1	Nov-15	Nov-16	Nov-17	Nov-18
New Clubs	10	14	10	2
Charter Members	302	375	295	74
New Members	2472	2344	2154	2183
Drops	2813	2836	2685	2945
Net Growth	184	105	-15	-469

Statement for 2nd Quarter Results(previous 3 years)

CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
New Clubs	23	34	26
Charter Members	718	947	734
New Members	6994	6676	6228
Drops	10424	10145	10824
Net Growth	-2012	-1863	-3214

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
16	New Jersey	New Clubs	1	0	0	0	0
		Charter Members	35	7	1	4	6
		New Members	216	152	173	159	126
		Drops	183	279	245	230	150
		Net Growth	80	-65	-54	-27	27
20	Bermuda New York	New Clubs	2	2	1	1	0
		Charter Members	68	67	32	31	35
		New Members	514	501	614	450	504
		Drops	606	676	700	665	610
		Net Growth	59	-28	18	-122	38
22	Delaware District Of Columbia Maryland	New Clubs	0	0	2	0	0
		Charter Members	4	4	86	0	0
		New Members	200	216	234	198	181
		Drops	316	322	284	347	232
		Net Growth	-85	-61	63	-122	-23
23	Connecticut	New Clubs	0	0	1	3	0
		Charter Members	3	2	42	51	13
		New Members	199	159	151	116	115
		Drops	222	242	281	265	203
		Net Growth	1	-60	-68	-80	-70
33	Massachusetts	New Clubs	0	0	1	0	0
		Charter Members	4	8	26	4	2
		New Members	353	271	260	207	221
		Drops	444	425	335	370	309
		Net Growth	-62	-125	-17	-127	-68
44	New Hampshire	New Clubs	1	1	0	0	0
		Charter Members	24	57	0	5	2
		New Members	104	88	105	75	46
		Drops	184	153	137	108	64
		Net Growth	-46	-4	-20	-25	-8
42	Rhode Island	New Clubs	0	0	0	0	0
		Charter Members	0	3	1	0	1
		New Members	40	35	30	33	24
		Drops	75	44	32	39	29
		Net Growth	-33	0	0	-4	-2
45	New York Vermont	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	36	24	40	24	39
		Drops	65	69	58	46	39
		Net Growth	-29	-44	-13	-10	10
41	Maine	New Clubs	0	0	0	0	0
		Charter Members	0	4	0	0	2
		New Members	64	53	65	55	51
		Drops	68	68	76	74	66
		Net Growth	4	-5	-1	-16	-5
Total	Mahesh Chitnis	New Clubs	4	3	5	4	0
		Charter Members	138	152	188	95	61
		New Members	1726	1499	1672	1317	1307
		Drops	2163	2278	2148	2144	1702
		Net Growth	-111	-392	-92	-533	-101

November (Only) Results

MD	GMT Area	CA 1	Nov-15	Nov-16	Nov-17	Nov-18
16	New Jersey	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	28	49	28	21
		Drops	70	27	42	22
		Net Growth	-38	25	-13	2
20	Bermuda New York	New Clubs	1	0	1	0
		Charter Members	28	0	23	3
		New Members	182	158	86	107
		Drops	126	150	133	124
		Net Growth	90	11	-13	9
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0	0
		Charter Members	1	15	0	0
		New Members	52	48	47	47
		Drops	53	40	59	46
		Net Growth	7	25	-8	3
23	Connecticut	New Clubs	0	0	1	0
		Charter Members	1	6	22	0
		New Members	42	32	37	25
		Drops	32	42	58	42
		Net Growth	12	-1	7	-15
33	Massachusetts	New Clubs	0	1	0	0
		Charter Members	2	24	0	0
		New Members	58	63	52	62
		Drops	69	44	45	94
		Net Growth	-9	48	12	-31
44	New Hampshire	New Clubs	0	0	0	0
		Charter Members	5	0	0	2
		New Members	24	30	26	16
		Drops	19	15	10	8
		Net Growth	10	18	16	11
42	Rhode Island	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	9	10	9	8
		Drops	14	6	2	9
		Net Growth	-4	5	8	0
45	New York Vermont	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	7	9	5	8
		Drops	15	14	2	6
		Net Growth	-8	-4	4	3
41	Maine	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	14	11	23	12
		Drops	16	17	15	15
		Net Growth	-1	-2	9	-2
Total	Mahesh Chitnis	New Clubs	1	1	2	0
		Charter Members	37	45	45	5
		New Members	416	410	313	306
		Drops	414	355	366	366
		Net Growth	59	125	22	-20

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
16	New Jersey	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	100	103	81
		Drops	188	168	172
		Net Growth	-78	-48	-89
20	Bermuda New York	New Clubs	1	1	1
		Charter Members	34	28	27
		New Members	368	389	300
		Drops	487	482	459
		Net Growth	-62	-36	-111
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0
		Charter Members	1	16	0
		New Members	123	161	159
		Drops	168	161	212
		Net Growth	-26	28	-39
23	Connecticut	New Clubs	0	0	2
		Charter Members	1	11	22
		New Members	111	90	105
		Drops	136	135	161
		Net Growth	-9	-30	-15
33	Massachusetts	New Clubs	0	1	0
		Charter Members	2	25	0
		New Members	153	153	205
		Drops	224	195	197
		Net Growth	-59	-1	20
44	New Hampshire	New Clubs	0	0	0
		Charter Members	17	0	5
		New Members	65	63	64
		Drops	65	68	52
		Net Growth	19	-1	18
42	Rhode Island	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	15	22	19
		Drops	29	19	15
		Net Growth	-10	4	5
45	New York Vermont	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	26	16	17
		Drops	30	49	25
		Net Growth	-4	-31	-4
41	Maine	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	44	39	56
		Drops	57	65	36
		Net Growth	-11	-22	21
Total	Mahesh Chitnis	New Clubs	1	2	3
		Charter Members	55	80	54
		New Members	1005	1036	1006
		Drops	1384	1342	1329
		Net Growth	-240	-137	-194

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
13	Ohio	New Clubs	1	0	2	1	0
		Charter Members	26	3	56	34	3
		New Members	412	386	344	285	272
		Drops	608	611	614	566	462
		Net Growth	-116	-177	-180	-193	-147
14	Pennsylvania	New Clubs	1	3	2	6	1
		Charter Members	31	111	50	192	21
		New Members	600	534	543	557	454
		Drops	981	876	784	901	631
		Net Growth	-275	-159	-133	-76	-96
24	Virginia	New Clubs	0	0	1	2	0
		Charter Members	2	4	21	126	9
		New Members	287	253	218	274	185
		Drops	342	337	378	370	301
		Net Growth	-13	-46	-100	70	-81
29	West Virginia	New Clubs	0	0	0	0	1
		Charter Members	1	1	1	0	21
		New Members	151	178	108	94	107
		Drops	197	189	196	204	107
		Net Growth	-28	1	-75	-91	41
Total	Cindy Gregg	New Clubs	2	3	5	9	2
		Charter Members	60	119	128	352	54
		New Members	1450	1351	1213	1210	1018
		Drops	2128	2013	1972	2041	1501
		Net Growth	-432	-381	-488	-290	-283

November (Only) Results

MD	GMT Area	CA 1	Nov-15	Nov-16	Nov-17	Nov-18
13	Ohio	New Clubs	0	0	1	0
		Charter Members	2	1	25	0
		New Members	89	78	75	45
		Drops	147	130	136	124
		Net Growth	-41	-45	-24	-67
14	Pennsylvania	New Clubs	1	2	0	0
		Charter Members	49	46	16	2
		New Members	123	124	156	102
		Drops	139	182	179	136
		Net Growth	38	6	1	-20
24	Virginia	New Clubs	0	0	1	0
		Charter Members	1	0	21	0
		New Members	49	53	53	40
		Drops	46	55	58	48
		Net Growth	9	4	17	-7
29	West Virginia	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	39	25	23	21
		Drops	34	58	31	19
		Net Growth	8	-33	-4	5
Total	Cindy Gregg	New Clubs	1	2	2	0
		Charter Members	52	47	62	2
		New Members	300	280	307	208
		Drops	366	425	404	327
		Net Growth	14	-68	-10	-89

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
13	Ohio	New Clubs	0	1	1
		Charter Members	4	32	27
		New Members	222	224	180
		Drops	368	309	373
		Net Growth	-115	-35	-135
14	Pennsylvania	New Clubs	2	2	1
		Charter Members	84	47	77
		New Members	333	318	351
		Drops	507	514	536
		Net Growth	-70	-116	-82
24	Virginia	New Clubs	0	0	1
		Charter Members	1	1	21
		New Members	153	129	139
		Drops	188	218	198
		Net Growth	-19	-67	-33
29	West Virginia	New Clubs	0	0	0
		Charter Members	0	2	0
		New Members	86	70	64
		Drops	98	131	109
		Net Growth	-6	-51	-38
Total	Cindy Gregg	New Clubs	2	3	3
		Charter Members	89	82	125
		New Members	794	741	734
		Drops	1161	1172	1216
		Net Growth	-210	-269	-288

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
1	Illinois	New Clubs	1	1	1	1	0
		Charter Members	30	56	31	40	2
		New Members	511	523	418	392	455
		Drops	654	590	631	599	540
		Net Growth	-42	54	-104	-121	-13
11	Michigan	New Clubs	0	1	1	0	0
		Charter Members	5	39	23	49	7
		New Members	320	323	374	348	320
		Drops	534	511	438	547	444
		Net Growth	-163	-112	5	-92	-76
25	Indiana	New Clubs	0	0	2	0	0
		Charter Members	3	9	61	3	1
		New Members	390	354	333	303	262
		Drops	464	482	452	487	357
		Net Growth	-14	-54	-24	-134	-52
43	Kentucky	New Clubs	0	0	2	0	1
		Charter Members	1	5	47	3	21
		New Members	305	201	189	130	132
		Drops	297	301	325	311	242
		Net Growth	42	-73	-47	-153	-77
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	3	0
		New Members	44	61	42	27	44
		Drops	64	58	67	52	61
		Net Growth	-11	7	-20	-17	-10
Total	Steve Anton	New Clubs	1	2	6	1	1
		Charter Members	39	109	162	98	31
		New Members	1570	1462	1356	1200	1213
		Drops	2013	1942	1913	1996	1644
		Net Growth	-188	-178	-190	-517	-228

November (Only) Results

MD	GMT Area	CA 1	Nov-15	Nov-16	Nov-17	Nov-18
1	Illinois	New Clubs	0	0	0	0
		Charter Members	16	0	0	0
		New Members	87	74	64	87
		Drops	108	128	93	122
		Net Growth	-1	-45	-23	-30
11	Michigan	New Clubs	0	0	0	0
		Charter Members	2	1	45	0
		New Members	69	70	68	97
		Drops	115	99	56	116
		Net Growth	-41	-20	67	-16
25	Indiana	New Clubs	0	1	0	0
		Charter Members	1	20	0	0
		New Members	75	50	70	44
		Drops	69	74	52	85
		Net Growth	20	-1	32	-37
43	Kentucky	New Clubs	0	1	0	0
		Charter Members	0	22	0	0
		New Members	41	16	21	19
		Drops	54	46	27	38
		Net Growth	-10	-2	-2	-18
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	9	8	4	6
		Drops	8	9	9	24
		Net Growth	1	2	-4	-15
Total	Steve Anton	New Clubs	0	2	0	0
		Charter Members	19	43	45	0
		New Members	281	218	227	253
		Drops	354	356	237	385
		Net Growth	-31	-66	70	-116

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
1	Illinois	New Clubs	3	1	1
		Charter Members	108	24	22
		New Members	277	242	233
		Drops	342	416	451
		Net Growth	68	-128	-173
11	Michigan	New Clubs	3	0	0
		Charter Members	82	3	47
		New Members	202	251	236
		Drops	388	408	354
		Net Growth	-88	-125	-43
25	Indiana	New Clubs	0	1	0
		Charter Members	8	36	0
		New Members	195	174	165
		Drops	285	311	273
		Net Growth	-48	-91	-84
43	Kentucky	New Clubs	0	1	0
		Charter Members	0	25	1
		New Members	108	64	54
		Drops	159	161	136
		Net Growth	-45	-56	-69
10	Michigan	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	37	20	18
		Drops	58	54	37
		Net Growth	-20	-31	-18
Total	Steve Anton	New Clubs	6	3	1
		Charter Members	198	88	70
		New Members	819	751	706
		Drops	1232	1350	1251
		Net Growth	-133	-431	-387

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
5	North Dakota South Dakota	New Clubs	0	0	0	0	0
		Charter Members	1	0	1	0	0
		New Members	181	158	172	121	103
		Drops	182	219	192	289	183
		Net Growth	17	-53	-5	-134	-65
5M	Minnesota	New Clubs	1	1	4	2	1
		Charter Members	36	40	101	47	34
		New Members	582	590	522	557	446
		Drops	621	808	664	673	647
		Net Growth	59	-134	31	-2	-108
9	Iowa	New Clubs	0	0	1	0	1
		Charter Members	5	1	23	2	36
		New Members	273	244	312	248	223
		Drops	406	347	374	340	292
		Net Growth	-111	-77	-11	-58	3
27	Wisconsin	New Clubs	1	0	0	2	0
		Charter Members	31	2	1	44	3
		New Members	600	650	610	542	489
		Drops	730	716	719	732	626
		Net Growth	-6	10	-48	-77	-69
Total	Michael Molenda	New Clubs	2	1	5	4	2
		Charter Members	73	43	126	93	73
		New Members	1636	1642	1616	1468	1261
		Drops	1939	2090	1949	2034	1748
		Net Growth	-41	-254	-33	-271	-239

November (Only) Results

MD	GMT Area	CA 1	Nov-15	Nov-16	Nov-17	Nov-18
5	North Dakota South Dakota	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	25	36	29	45
		Drops	31	33	51	51
		Net Growth	-5	4	-11	1
5M	Minnesota	New Clubs	1	1	0	0
		Charter Members	26	20	1	1
		New Members	139	118	128	96
		Drops	197	120	110	154
		Net Growth	-26	26	40	-54
9	Iowa	New Clubs	0	0	0	1
		Charter Members	0	0	1	22
		New Members	57	62	44	43
		Drops	75	63	58	54
		Net Growth	-14	4	-10	22
27	Wisconsin	New Clubs	0	0	1	0
		Charter Members	1	0	21	0
		New Members	115	118	124	129
		Drops	136	127	140	126
		Net Growth	-4	-3	13	8
Total	Michael Molenda	New Clubs	1	1	1	1
		Charter Members	27	20	23	23
		New Members	336	334	325	313
		Drops	439	343	359	385
		Net Growth	-49	31	32	-23

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
5	North Dakota South Dakota	New Clubs	0	0	0
		Charter Members	0	1	0
		New Members	92	114	85
		Drops	186	138	139
		Net Growth	-89	-17	-36
5M	Minnesota	New Clubs	1	3	1
		Charter Members	26	66	29
		New Members	360	322	343
		Drops	448	402	430
		Net Growth	-37	14	-18
9	Iowa	New Clubs	0	0	0
		Charter Members	1	0	4
		New Members	131	142	126
		Drops	243	250	271
		Net Growth	-100	-97	-127
27	Wisconsin	New Clubs	0	0	1
		Charter Members	1	0	21
		New Members	414	356	335
		Drops	408	438	446
		Net Growth	41	-60	-65
Total	Michael Molenda	New Clubs	1	3	2
Charter Members		28	67	54	
New Members		997	934	889	
Drops		1285	1228	1286	
Net Growth		-185	-160	-246	

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
12	Tennessee	New Clubs	0	0	1	1	0
		Charter Members	1	6	34	50	3
		New Members	266	310	259	194	171
		Drops	399	351	348	347	320
		Net Growth	-110	-16	-29	-81	-123
18	Georgia	New Clubs	1	0	0	1	0
		Charter Members	29	5	1	26	4
		New Members	255	232	187	105	158
		Drops	350	326	360	233	234
		Net Growth	-41	-53	-155	-90	-55
30	Mississippi	New Clubs	0	0	1	1	0
		Charter Members	0	3	36	28	7
		New Members	148	120	90	104	56
		Drops	109	136	123	152	88
		Net Growth	47	7	20	-12	-3
31	North Carolina	New Clubs	0	0	1	1	0
		Charter Members	8	3	44	26	2
		New Members	245	176	245	185	180
		Drops	323	348	314	341	199
		Net Growth	-21	-146	21	-101	23
32	South Carolina	New Clubs	1	0	2	0	0
		Charter Members	29	6	62	0	0
		New Members	137	147	122	123	106
		Drops	224	203	186	175	165
		Net Growth	-40	-29	23	-34	-49
34	Alabama	New Clubs	1	3	0	0	0
		Charter Members	33	80	9	1	0
		New Members	135	125	117	106	152
		Drops	209	136	203	185	106
		Net Growth	-23	86	-63	-65	54
35	Aruba Bahamas Florida	New Clubs	2	1	2	2	1
		Charter Members	63	51	88	51	53
		New Members	374	298	265	215	231
		Drops	425	324	451	429	276
		Net Growth	114	95	-14	-111	100
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	2	0
		New Members	0	0	0	22	154
		Drops	0	0	0	260	191
		Net Growth	0	0	0	-227	-26
60	Various	New Clubs	0	0	0	0	1
		Charter Members	0	12	1	0	32
		New Members	0	83	87	49	67
		Drops	0	78	93	81	117
		Net Growth	0	39	0	-27	21
Total	Carlton Lloyd	New Clubs	5	4	7	6	2
		Charter Members	163	166	275	184	101
		New Members	1560	1491	1372	1103	1275
		Drops	2039	1902	2078	2203	1696
		Net Growth	-74	-17	-197	-748	-58

November (Only) Results

MD	GMT Area	CA 1	Nov-15	Nov-16	Nov-17	Nov-18
12	Tennessee	New Clubs	0	0	0	0
		Charter Members	0	2	0	0
		New Members	33	69	65	40
		Drops	49	91	85	70
		Net Growth	-15	-17	-17	-28
18	Georgia	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	47	43	19	22
		Drops	57	94	25	65
		Net Growth	-8	-50	-4	-41
30	Mississippi	New Clubs	0	0	0	0
		Charter Members	0	0	1	0
		New Members	30	23	7	9
		Drops	6	13	12	28
		Net Growth	35	11	-2	-19
31	North Carolina	New Clubs	0	0	1	0
		Charter Members	0	0	23	0
		New Members	25	37	29	30
		Drops	70	36	75	42
		Net Growth	-43	7	-17	-10
32	South Carolina	New Clubs	0	0	0	0
		Charter Members	1	7	0	0
		New Members	26	30	37	30
		Drops	30	40	32	29
		Net Growth	2	8	9	3
34	Alabama	New Clubs	2	0	0	0
		Charter Members	52	0	0	0
		New Members	13	13	16	43
		Drops	25	36	14	25
		Net Growth	42	-20	2	21
35	Aruba Bahamas Florida	New Clubs	0	0	1	0
		Charter Members	0	0	22	0
		New Members	53	51	54	59
		Drops	51	79	64	84
		Net Growth	8	-18	17	-1
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	0	53
		Drops	0	0	0	42
		Net Growth	0	0	0	11
60	Various	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	38	13	1	35
		Drops	20	7	12	20
		Net Growth	20	6	-10	16
Total	Carlton Lloyd	New Clubs	2	0	2	0
		Charter Members	53	9	46	0
		New Members	265	279	228	321
		Drops	308	396	319	405
		Net Growth	41	-73	-22	-48

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
12	Tennessee	New Clubs	0	2	0
		Charter Members	0	50	2
		New Members	162	157	133
		Drops	225	248	239
		Net Growth	-51	-29	-85
18	Georgia	New Clubs	0	0	0
		Charter Members	2	0	1
		New Members	121	84	56
		Drops	158	176	144
		Net Growth	-23	-88	-77
30	Mississippi	New Clubs	0	0	0
		Charter Members	4	3	1
		New Members	71	55	41
		Drops	63	78	122
		Net Growth	27	-17	-60
31	North Carolina	New Clubs	0	1	1
		Charter Members	1	27	23
		New Members	107	100	102
		Drops	233	175	304
		Net Growth	-117	-32	-162
32	South Carolina	New Clubs	0	1	0
		Charter Members	2	31	0
		New Members	84	79	80
		Drops	90	90	129
		Net Growth	6	36	-42
34	Alabama	New Clubs	3	0	1
		Charter Members	78	1	22
		New Members	60	56	55
		Drops	112	142	102
		Net Growth	32	-81	-20
35	Aruba Bahamas Florida	New Clubs	0	0	3
		Charter Members	3	4	66
		New Members	156	141	147
		Drops	307	290	354
		Net Growth	-98	-106	-99
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	0	0	0
		Drops	0	0	1
		Net Growth	0	0	-1
60	Various	New Clubs	0	0	0
		Charter Members	0	1	0
		New Members	64	66	37
		Drops	53	69	123
		Net Growth	15	0	-85
Total	Carlton Lloyd	New Clubs	3	4	5
		Charter Members	90	117	115
		New Members	825	738	651
		Drops	1241	1268	1518
		Net Growth	-209	-317	-631

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
2	Texas	New Clubs	5	5	10	7	6
		Charter Members	177	186	280	203	206
		New Members	1526	1390	1401	1193	1173
		Drops	2096	1791	1829	1986	1355
		Net Growth	-192	-87	-1	-449	161
3	Oklahoma	New Clubs	2	0	0	0	0
		Charter Members	51	1	1	8	0
		New Members	219	167	143	144	132
		Drops	247	214	229	235	162
		Net Growth	41	-30	-64	-62	-16
7	Arkansas	New Clubs	1	1	0	1	0
		Charter Members	34	26	0	25	1
		New Members	168	123	117	129	103
		Drops	225	227	194	203	146
		Net Growth	9	-60	-56	-25	-27
8	Louisiana	New Clubs	1	0	0	0	0
		Charter Members	59	9	2	2	20
		New Members	217	218	164	146	149
		Drops	251	225	213	193	168
		Net Growth	56	16	-31	-29	24
26	Missouri	New Clubs	0	0	2	1	0
		Charter Members	1	3	49	27	10
		New Members	351	336	352	283	231
		Drops	466	412	389	459	359
		Net Growth	-69	-40	54	-114	-83
Total	Gregory Gilliam	New Clubs	9	6	12	9	6
		Charter Members	322	225	332	265	237
		New Members	2481	2234	2177	1895	1788
		Drops	3285	2869	2854	3076	2190
		Net Growth	-155	-201	-98	-679	59

November (Only) Results

MD	GMT Area	CA 1	Nov-15	Nov-16	Nov-17	Nov-18
2	Texas	New Clubs	2	2	3	0
		Charter Members	43	61	70	2
		New Members	247	249	221	239
		Drops	236	273	262	266
		Net Growth	68	56	42	2
3	Oklahoma	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	24	29	44	20
		Drops	52	33	35	38
		Net Growth	-22	-3	12	-17
7	Arkansas	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	15	23	11	14
		Drops	18	29	22	23
		Net Growth	1	-4	-11	-6
8	Louisiana	New Clubs	0	0	0	0
		Charter Members	0	2	0	0
		New Members	38	28	25	24
		Drops	30	33	24	39
		Net Growth	8	0	1	-15
26	Missouri	New Clubs	0	1	0	0
		Charter Members	0	27	0	0
		New Members	42	52	51	54
		Drops	91	65	86	93
		Net Growth	-37	17	-27	-38
Total	Gregory Gilliam	New Clubs	2	3	3	0
		Charter Members	44	90	70	2
		New Members	366	381	352	351
		Drops	427	433	429	459
		Net Growth	18	66	17	-74

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
2	Texas	New Clubs	3	6	5
		Charter Members	79	154	132
		New Members	745	721	675
		Drops	1237	1277	1182
		Net Growth	-346	-346	-331
3	Oklahoma	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	98	64	96
		Drops	135	109	127
		Net Growth	-30	-40	-19
7	Arkansas	New Clubs	1	0	0
		Charter Members	24	0	1
		New Members	50	70	57
		Drops	134	113	102
		Net Growth	-55	-33	-40
8	Louisiana	New Clubs	0	0	0
		Charter Members	0	2	0
		New Members	97	59	51
		Drops	165	129	128
		Net Growth	-63	-57	-72
26	Missouri	New Clubs	0	2	0
		Charter Members	2	47	4
		New Members	138	165	176
		Drops	339	209	327
		Net Growth	-166	25	-130
Total	Gregory Gilliam	New Clubs	4	8	5
		Charter Members	105	203	137
		New Members	1128	1079	1055
		Drops	2010	1837	1866
		Net Growth	-660	-451	-592

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
6	Colorado	New Clubs	1	0	1	0	1
		Charter Members	25	0	21	0	35
		New Members	151	108	125	86	106
		Drops	343	187	155	149	141
		Net Growth	-122	-65	4	-50	8
17	Kansas	New Clubs	1	0	0	1	0
		Charter Members	27	1	1	22	1
		New Members	188	175	190	149	138
		Drops	274	239	248	248	202
		Net Growth	-32	-44	-24	-59	-47
21	Arizona California	New Clubs	3	0	0	0	0
		Charter Members	76	28	6	13	1
		New Members	186	256	199	138	158
		Drops	213	254	209	220	122
		Net Growth	62	73	50	-35	74
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	44	56	58	32	28
		Drops	65	52	53	48	36
		Net Growth	-19	6	6	-14	-6
38	Nebraska	New Clubs	0	0	0	0	0
		Charter Members	1	0	0	0	4
		New Members	139	116	85	75	84
		Drops	127	133	114	179	129
		Net Growth	20	-2	-22	-95	-35
40	Arizona New Mexico	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	2	0
		New Members	62	49	59	38	30
		Drops	96	85	66	66	94
		Net Growth	-28	-27	1	-19	-55
15	Wyoming	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	42	26	22	19	40
		Drops	51	50	48	35	29
		Net Growth	-5	-17	-19	-13	12
Total	William Phillipi	New Clubs	5	0	1	1	1
		Charter Members	129	29	28	37	41
		New Members	812	786	738	537	584
		Drops	1169	1000	893	945	753
		Net Growth	-124	-76	-4	-285	-49

November (Only) Results

MD	GMT Area	CA 1	Nov-15	Nov-16	Nov-17	Nov-18
6	Colorado	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	18	28	21	30
		Drops	28	30	33	32
		Net Growth	-9	-2	-11	-2
17	Kansas	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	37	45	28	33
		Drops	33	47	33	66
		Net Growth	8	8	-3	-30
21	Arizona California	New Clubs	0	0	0	0
		Charter Members	1	1	1	0
		New Members	40	28	25	24
		Drops	49	32	39	34
		Net Growth	1	3	-10	-5
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	29	18	1	3
		Drops	12	11	8	1
		Net Growth	17	7	-7	2
38	Nebraska	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	34	18	16	12
		Drops	24	18	23	35
		Net Growth	14	1	-5	-22
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	2	14	5	2
		Drops	6	11	4	8
		Net Growth	-3	3	3	-5
15	Wyoming	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	5	4	3	17
		Drops	8	5	6	5
		Net Growth	-1	1	0	12
Total	William Phillipi	New Clubs	0	0	0	0
		Charter Members	1	2	1	0
		New Members	165	155	99	121
		Drops	160	154	146	181
		Net Growth	27	21	-33	-50

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
6	Colorado	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	62	66	37
		Drops	91	95	124
		Net Growth	-25	-18	-85
17	Kansas	New Clubs	0	0	0
		Charter Members	0	1	0
		New Members	99	121	77
		Drops	124	170	133
		Net Growth	-15	-36	-50
21	Arizona California	New Clubs	1	0	0
		Charter Members	21	4	2
		New Members	141	100	89
		Drops	169	132	144
		Net Growth	15	-8	-38
28	Utah	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	51	30	17
		Drops	66	45	50
		Net Growth	-15	-15	-32
38	Nebraska	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	78	40	38
		Drops	95	53	101
		Net Growth	-12	-11	-61
40	Arizona New Mexico	New Clubs	0	0	1
		Charter Members	0	0	22
		New Members	21	36	26
		Drops	42	30	47
		Net Growth	-19	8	5
15	Wyoming	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	14	18	11
		Drops	31	65	28
		Net Growth	-14	-45	-14
Total	William Phillipi	New Clubs	1	0	1
Charter Members		21	5	24	
New Members		466	411	295	
Drops		618	590	627	
Net Growth		-85	-125	-275	

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
4	California	New Clubs	3	6	12	6	4
		Charter Members	166	177	508	202	146
		New Members	1262	1161	1162	997	916
		Drops	1303	1319	1373	1556	1071
		Net Growth	262	159	465	-156	138
19	British Columbia Idaho Washington	New Clubs	0	0	0	0	1
		Charter Members	6	2	2	1	28
		New Members	255	235	203	251	184
		Drops	439	394	381	390	270
		Net Growth	-105	-119	-134	-101	-3
36	California Oregon	New Clubs	1	1	1	0	0
		Charter Members	35	29	24	1	5
		New Members	202	157	126	138	124
		Drops	250	259	238	225	149
		Net Growth	28	-50	-62	-70	11
37	Alberta Montana	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	78	0	0	0	0
		Drops	100	0	0	0	0
		Net Growth	-9	0	0	0	0
39	Idaho Oregon	New Clubs	0	0	1	0	0
		Charter Members	10	1	23	1	0
		New Members	60	55	56	38	33
		Drops	73	93	63	84	71
		Net Growth	5	-28	19	-38	-36
49	Alaska British Columbia Yukon Territory	New Clubs	0	1	0	0	0
		Charter Members	3	32	3	2	2
		New Members	144	109	119	117	109
		Drops	129	219	196	195	195
		Net Growth	36	-63	-43	-64	-74
50	Hawaii	New Clubs	0	0	0	0	0
		Charter Members	2	0	1	0	0
		New Members	119	115	84	49	74
		Drops	114	119	84	115	87
		Net Growth	20	4	12	-53	1
46	California Nevada	New Clubs	1	0	0	0	0
		Charter Members	24	0	28	5	2
		New Members	69	57	72	54	71
		Drops	180	94	83	118	79
		Net Growth	-77	-16	29	-51	6
37	Montana	New Clubs	0	0	2	0	0
		Charter Members	0	0	49	0	0
		New Members	0	82	42	62	53
		Drops	0	88	78	64	64
		Net Growth	0	1	19	1	0
Total	Howard Hudson	New Clubs	5	8	16	6	5
		Charter Members	246	241	638	212	183
		New Members	2189	1971	1864	1706	1564
		Drops	2588	2585	2496	2747	1986
		Net Growth	160	-112	305	-532	43

November (Only) Results

MD	GMT Area	CA 1	Nov-15	Nov-16	Nov-17	Nov-18
4	California	New Clubs	3	4	0	1
		Charter Members	67	90	3	41
		New Members	189	148	170	168
		Drops	185	182	244	237
		Net Growth	92	65	-50	-16
19	British Columbia Idaho Washington	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	37	31	56	30
		Drops	57	49	43	56
		Net Growth	-13	-15	16	-19
36	California Oregon	New Clubs	0	0	0	0
		Charter Members	2	1	0	0
		New Members	30	40	27	40
		Drops	26	30	44	51
		Net Growth	8	17	-17	-8
39	Idaho Oregon	New Clubs	0	1	0	0
		Charter Members	0	23	0	0
		New Members	9	17	8	0
		Drops	8	10	16	7
		Net Growth	1	31	-8	-6
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	0	0
		Charter Members	0	3	0	1
		New Members	20	22	16	18
		Drops	21	69	17	31
		Net Growth	3	-30	1	-9
50	Hawaii	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	10	5	8	22
		Drops	15	7	36	23
		Net Growth	-3	-1	-28	4
46	California Nevada	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	17	14	6	22
		Drops	12	18	20	21
		Net Growth	5	-2	-13	2
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	31	10	12	10
		Drops	21	9	5	11
		Net Growth	12	4	8	3
Total	Howard Hudson	New Clubs	3	5	0	1
		Charter Members	69	119	3	42
		New Members	343	287	303	310
		Drops	345	374	425	437
		Net Growth	105	69	-91	-49

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
4	California	New Clubs	4	6	3
		Charter Members	104	181	86
		New Members	519	573	486
		Drops	781	675	1078
		Net Growth	-96	120	-453
19	British Columbia Idaho Washington	New Clubs	0	0	2
		Charter Members	0	2	47
		New Members	159	111	160
		Drops	214	189	172
		Net Growth	-36	-62	46
36	California Oregon	New Clubs	1	0	0
		Charter Members	27	5	1
		New Members	72	85	77
		Drops	137	165	108
		Net Growth	-29	-64	-25
39	Idaho Oregon	New Clubs	0	2	0
		Charter Members	0	43	0
		New Members	30	37	24
		Drops	37	33	35
		Net Growth	-5	49	-9
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	0
		Charter Members	0	3	0
		New Members	58	85	56
		Drops	168	109	132
		Net Growth	-105	-5	-74
50	Hawaii	New Clubs	0	1	0
		Charter Members	1	21	1
		New Members	32	28	32
		Drops	50	106	83
		Net Growth	-13	-53	-47
46	California Nevada	New Clubs	0	0	1
		Charter Members	0	1	20
		New Members	41	38	18
		Drops	68	42	87
		Net Growth	-21	0	-44
37	Montana	New Clubs	0	2	0
		Charter Members	0	49	0
		New Members	49	29	39
		Drops	38	39	36
		Net Growth	15	42	5
Total	Howard Hudson	New Clubs	5	11	6
		Charter Members	132	305	155
		New Members	960	986	892
		Drops	1493	1358	1731
		Net Growth	-290	27	-601

