

MD ANALYSIS

CA 1 March Analysis

GAT Constitutional Area 1 Leader: JEROME THOMPSON

July 2018 to March 2019 (9 months) Results

CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
New Clubs	79	63	103	79	44
Charter Members	2610	2230	3308	2616	1571
New Members	22693	21682	20827	18621	17898
Drops	31759	30915	29771	31165	26354
Net Growth	-3466	-4340	-2942	-7294	-4232

March (Only Results)

CA 1	Mar-16	Mar-17	Mar-18	Mar-19
New Clubs	16	12	13	10
Charter Members	445	352	411	309
New Members	2410	2552	2323	2162
Drops	2520	2373	2449	2108
Net Growth	578	761	555	601

Statement for 3rd Quarter Results(previous 3 years)

CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
New Clubs	31	37	27
Charter Members	999	1205	977
New Members	7660	7305	6820
Drops	9444	8805	8925
Net Growth	108	574	-259

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
16	New Jersey	New Clubs	4	0	0	2	1
		Charter Members	108	8	3	52	34
		New Members	358	288	300	261	264
		Drops	423	503	446	420	349
		Net Growth	64	-138	-104	-62	22
20	Bermuda New York	New Clubs	6	9	6	6	2
		Charter Members	168	274	155	170	111
		New Members	948	913	965	825	823
		Drops	1189	1249	1212	1233	1150
		Net Growth	45	69	10	-153	-76
22	Delaware District Of Columbia Maryland	New Clubs	2	0	2	1	0
		Charter Members	53	5	88	47	0
		New Members	350	380	424	364	337
		Drops	594	533	496	645	437
		Net Growth	-141	-94	62	-181	-51
23	Connecticut	New Clubs	0	1	2	3	0
		Charter Members	4	42	72	51	14
		New Members	304	286	267	248	238
		Drops	447	415	410	434	442
		Net Growth	-103	-62	-41	-105	-173
33	Massachusetts	New Clubs	0	0	1	0	0
		Charter Members	4	9	40	4	2
		New Members	511	469	425	403	373
		Drops	662	615	590	577	533
		Net Growth	-110	-97	-62	-115	-118
44	New Hampshire	New Clubs	1	2	1	2	1
		Charter Members	30	78	23	54	28
		New Members	179	165	162	147	122
		Drops	257	230	210	191	118
		Net Growth	-28	25	-9	19	46
42	Rhode Island	New Clubs	0	0	0	0	0
		Charter Members	0	3	1	0	1
		New Members	54	67	57	55	53
		Drops	138	94	52	61	46
		Net Growth	-79	-12	9	-3	10
45	New York Vermont	New Clubs	0	0	0	0	0
		Charter Members	1	1	0	0	0
		New Members	71	58	64	57	57
		Drops	91	101	128	90	64
		Net Growth	-18	-39	-54	-20	6
41	Maine	New Clubs	0	0	0	0	0
		Charter Members	0	4	0	0	3
		New Members	117	106	129	106	111
		Drops	158	133	151	134	131
		Net Growth	-27	-12	-8	-19	0
Total Mahesh Chitnis		New Clubs	13	12	12	14	4
		Charter Members	368	424	382	378	193
		New Members	2892	2732	2793	2466	2378
		Drops	3959	3873	3695	3785	3270
		Net Growth	-397	-360	-197	-639	-334

March (Only) Results

MD	GMT Area	CA 1	Mar-16	Mar-17	Mar-18	Mar-19
16	New Jersey	New Clubs	0	0	1	0
		Charter Members	0	0	23	3
		New Members	35	27	31	51
		Drops	41	36	41	18
		Net Growth	-3	-8	16	37
20	Bermuda New York	New Clubs	4	1	1	1
		Charter Members	110	22	28	26
		New Members	121	82	69	87
		Drops	66	73	129	84
		Net Growth	172	35	-24	33
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0	0
		Charter Members	1	0	3	0
		New Members	34	42	41	43
		Drops	30	29	44	30
		Net Growth	10	19	9	17
23	Connecticut	New Clubs	0	0	0	0
		Charter Members	2	0	0	0
		New Members	36	28	43	30
		Drops	40	23	38	32
		Net Growth	-2	6	6	0
33	Massachusetts	New Clubs	0	0	0	0
		Charter Members	1	2	0	0
		New Members	50	47	56	44
		Drops	47	31	27	26
		Net Growth	9	24	32	21
44	New Hampshire	New Clubs	1	0	0	0
		Charter Members	21	0	4	0
		New Members	16	28	31	14
		Drops	17	26	11	6
		Net Growth	23	3	25	9
42	Rhode Island	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	6	10	5	10
		Drops	27	8	4	3
		Net Growth	-21	4	1	7
45	New York Vermont	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	10	5	12	4
		Drops	3	4	8	9
		Net Growth	10	3	4	-3
41	Maine	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	15	23	9	21
		Drops	7	8	8	9
		Net Growth	9	16	2	15
Total	Mahesh Chitnis	New Clubs	5	1	2	1
		Charter Members	136	24	58	30
		New Members	323	292	297	304
		Drops	278	238	310	217
		Net Growth	207	102	71	136

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
16	New Jersey	New Clubs	0	0	2
		Charter Members	1	2	48
		New Members	117	108	91
		Drops	133	111	102
		Net Growth	-6	11	42
20	Bermuda New York	New Clubs	7	4	5
		Charter Members	207	99	138
		New Members	318	274	313
		Drops	334	326	365
		Net Growth	237	63	106
22	Delaware District Of Columbia Maryland	New Clubs	0	0	1
		Charter Members	1	1	47
		New Members	133	152	126
		Drops	138	151	220
		Net Growth	9	17	-27
23	Connecticut	New Clubs	1	1	0
		Charter Members	40	28	0
		New Members	107	96	111
		Drops	133	84	115
		Net Growth	14	49	0
33	Massachusetts	New Clubs	0	0	0
		Charter Members	1	14	0
		New Members	175	139	143
		Drops	136	155	106
		Net Growth	55	26	55
44	New Hampshire	New Clubs	1	1	2
		Charter Members	21	23	47
		New Members	70	50	56
		Drops	61	44	57
		Net Growth	37	33	52
42	Rhode Island	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	32	23	20
		Drops	41	14	13
		Net Growth	-4	11	8
45	New York Vermont	New Clubs	0	0	0
		Charter Members	1	0	0
		New Members	27	24	28
		Drops	26	36	24
		Net Growth	4	-7	5
41	Maine	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	37	58	35
		Drops	39	44	43
		Net Growth	2	18	-2
Total Mahesh Chitnis		New Clubs	9	6	10
		Charter Members	272	167	280
		New Members	1016	924	923
		Drops	1041	965	1045
		Net Growth	348	221	239

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
13	Ohio	New Clubs	1	1	2	1	1
		Charter Members	40	27	66	35	30
		New Members	708	677	641	514	504
		Drops	968	964	1009	950	812
		Net Growth	-138	-162	-249	-332	-207
14	Pennsylvania	New Clubs	2	3	4	8	1
		Charter Members	67	121	124	249	31
		New Members	946	966	931	985	846
		Drops	1684	1575	1458	1633	1419
		Net Growth	-535	-383	-304	-284	-421
24	Virginia	New Clubs	0	2	1	2	3
		Charter Members	4	45	30	127	87
		New Members	435	471	402	407	369
		Drops	609	650	649	631	570
		Net Growth	-114	-71	-140	-41	-72
29	West Virginia	New Clubs	0	0	0	1	1
		Charter Members	2	1	2	21	22
		New Members	255	263	232	176	211
		Drops	396	334	370	346	258
		Net Growth	-110	-50	-107	-123	2
Total	Cindy Gregg	New Clubs	3	6	7	12	6
		Charter Members	113	194	222	432	170
		New Members	2344	2377	2206	2082	1930
		Drops	3657	3523	3486	3560	3059
		Net Growth	-897	-666	-800	-780	-698

March (Only) Results

MD	GMT Area	CA 1	Mar-16	Mar-17	Mar-18	Mar-19
13	Ohio	New Clubs	1	0	0	0
		Charter Members	21	1	0	0
		New Members	81	68	69	45
		Drops	64	101	88	91
		Net Growth	44	-28	-15	-38
14	Pennsylvania	New Clubs	0	1	2	0
		Charter Members	7	35	44	5
		New Members	112	104	136	90
		Drops	164	139	158	124
		Net Growth	-39	5	35	-25
24	Virginia	New Clubs	2	0	0	1
		Charter Members	41	0	0	29
		New Members	44	35	36	62
		Drops	73	45	79	61
		Net Growth	28	-5	-38	34
29	West Virginia	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	17	34	28	32
		Drops	25	33	17	19
		Net Growth	-7	6	12	14
Total	Cindy Gregg	New Clubs	3	1	2	1
		Charter Members	69	36	44	34
		New Members	254	241	269	229
		Drops	326	318	342	295
		Net Growth	26	-22	-6	-15

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
13	Ohio	New Clubs	1	0	0
		Charter Members	22	11	1
		New Members	251	249	186
		Drops	264	343	264
		Net Growth	57	-68	-64
14	Pennsylvania	New Clubs	0	2	2
		Charter Members	10	74	52
		New Members	352	333	355
		Drops	488	466	508
		Net Growth	-102	-23	-68
24	Virginia	New Clubs	2	0	0
		Charter Members	41	8	1
		New Members	181	159	113
		Drops	225	187	197
		Net Growth	26	14	-69
29	West Virginia	New Clubs	0	0	1
		Charter Members	0	0	21
		New Members	62	97	65
		Drops	99	117	86
		Net Growth	-31	-9	5
Total	Cindy Gregg	New Clubs	3	2	3
		Charter Members	73	93	75
		New Members	846	838	719
		Drops	1076	1113	1055
		Net Growth	-50	-86	-196

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
1	Illinois	New Clubs	2	3	3	2	0
		Charter Members	53	116	91	61	20
		New Members	892	907	797	710	770
		Drops	1233	1049	1162	1246	1055
		Net Growth	-150	71	-146	-390	-148
11	Michigan	New Clubs	0	4	2	2	3
		Charter Members	8	114	94	96	69
		New Members	616	580	699	623	621
		Drops	980	958	988	1005	810
		Net Growth	-257	-175	-121	-195	-51
25	Indiana	New Clubs	0	1	2	0	0
		Charter Members	4	31	67	3	4
		New Members	616	595	571	498	445
		Drops	900	847	846	852	695
		Net Growth	-198	-129	-159	-282	-177
43	Kentucky	New Clubs	0	0	3	0	1
		Charter Members	4	8	77	3	21
		New Members	486	325	281	225	241
		Drops	586	547	508	524	517
		Net Growth	-48	-180	-95	-241	-231
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	3	0
		New Members	82	98	73	64	73
		Drops	98	119	138	98	105
		Net Growth	-1	-16	-60	-25	-5
Total	Steve Anton	New Clubs	2	8	10	4	4
		Charter Members	69	269	329	166	114
		New Members	2692	2505	2421	2120	2150
		Drops	3797	3520	3642	3725	3182
		Net Growth	-654	-429	-581	-1133	-612

March (Only) Results

MD	GMT Area	CA 1	Mar-16	Mar-17	Mar-18	Mar-19
1	Illinois	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	88	107	93	95
		Drops	99	84	125	92
		Net Growth	-7	31	-26	11
11	Michigan	New Clubs	1	0	1	2
		Charter Members	29	0	20	51
		New Members	63	70	73	84
		Drops	57	85	70	50
		Net Growth	39	-8	38	93
25	Indiana	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	65	73	70	40
		Drops	69	60	78	66
		Net Growth	-2	17	0	-10
43	Kentucky	New Clubs	0	1	0	0
		Charter Members	2	29	0	0
		New Members	43	36	25	38
		Drops	47	59	28	56
		Net Growth	2	10	1	-15
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	10	11	10	7
		Drops	10	2	7	5
		Net Growth	0	9	3	4
Total	Steve Anton	New Clubs	1	1	1	2
		Charter Members	31	30	20	52
		New Members	269	297	271	264
		Drops	282	290	308	269
		Net Growth	32	59	16	83

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
1	Illinois	New Clubs	0	1	0
		Charter Members	7	36	1
		New Members	331	315	277
		Drops	322	331	407
		Net Growth	41	62	-100
11	Michigan	New Clubs	1	1	2
		Charter Members	30	69	47
		New Members	210	265	218
		Drops	288	320	300
		Net Growth	-1	35	-8
25	Indiana	New Clubs	1	0	0
		Charter Members	22	4	0
		New Members	199	181	171
		Drops	241	227	232
		Net Growth	-6	-31	-42
43	Kentucky	New Clubs	0	1	0
		Charter Members	3	30	0
		New Members	108	86	84
		Drops	169	135	142
		Net Growth	-47	-10	-32
10	Michigan	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	26	30	32
		Drops	33	35	36
		Net Growth	-7	-5	-3
Total	Steve Anton	New Clubs	2	3	2
		Charter Members	62	139	48
		New Members	874	877	782
		Drops	1053	1048	1117
		Net Growth	-20	51	-185

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	7	5	2	0	3
		New Members	351	279	302	267	204
		Drops	454	452	390	410	349
		Net Growth	-44	-146	-58	-96	-117
5M	Minnesota	New Clubs	1	4	5	3	1
		Charter Members	44	123	129	77	44
		New Members	1038	1080	943	965	842
		Drops	1165	1304	1130	1219	1188
		Net Growth	14	-5	41	-56	-172
9	Iowa	New Clubs	0	1	2	0	1
		Charter Members	6	30	63	5	38
		New Members	445	440	527	395	375
		Drops	708	667	664	671	622
		Net Growth	-219	-147	-24	-199	-141
27	Wisconsin	New Clubs	2	2	1	2	1
		Charter Members	122	43	22	47	26
		New Members	1014	1125	1039	918	903
		Drops	1345	1298	1282	1278	1129
		Net Growth	-58	-27	-115	-206	-96
Total		New Clubs	3	7	8	5	3
		Charter Members	179	201	216	129	111
		New Members	2848	2924	2811	2545	2324
		Drops	3672	3721	3466	3578	3288
		Net Growth	-307	-325	-156	-557	-526

March (Only) Results

MD	GMT Area	CA 1	Mar-16	Mar-17	Mar-18	Mar-19
5	North Dakota South Dakota	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	32	51	55	23
		Drops	39	51	21	35
		Net Growth	-7	2	36	-6
5M	Minnesota	New Clubs	1	0	1	0
		Charter Members	24	1	20	0
		New Members	98	112	81	122
		Drops	107	66	81	76
		Net Growth	28	57	25	56
9	Iowa	New Clubs	1	0	0	0
		Charter Members	26	0	0	0
		New Members	60	88	27	42
		Drops	64	47	30	44
		Net Growth	25	43	-1	4
27	Wisconsin	New Clubs	0	0	0	1
		Charter Members	1	1	0	22
		New Members	143	114	101	124
		Drops	97	127	96	91
		Net Growth	52	0	13	60
Total		New Clubs	2	0	1	1
		Charter Members	51	2	20	22
		New Members	333	365	264	311
		Drops	307	291	228	246
		Net Growth	98	102	73	114

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
5	North Dakota South Dakota	New Clubs	0	0	0
		Charter Members	5	0	0
		New Members	101	112	126
		Drops	134	131	101
		Net Growth	-16	-7	33
5M	Minnesota	New Clubs	3	0	1
		Charter Members	83	4	26
		New Members	403	330	331
		Drops	392	290	356
		Net Growth	134	64	48
9	Iowa	New Clubs	1	1	0
		Charter Members	28	40	1
		New Members	168	178	112
		Drops	209	172	193
		Net Growth	7	65	-45
27	Wisconsin	New Clubs	2	1	0
		Charter Members	41	21	3
		New Members	381	346	304
		Drops	461	428	399
		Net Growth	-16	-22	-58
Total		New Clubs	6	2	1
		Charter Members	157	65	30
		New Members	1053	966	873
		Drops	1196	1021	1049
		Net Growth	109	100	-22

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
12	Tennessee	New Clubs	0	0	2	2	0
		Charter Members	2	6	62	115	4
		New Members	419	464	428	387	366
		Drops	688	684	620	601	538
		Net Growth	-228	-182	-83	-34	-130
18	Georgia	New Clubs	3	0	0	1	0
		Charter Members	90	7	4	28	5
		New Members	399	373	337	222	269
		Drops	632	596	598	507	452
		Net Growth	-100	-151	-219	-230	-147
30	Mississippi	New Clubs	0	1	1	1	0
		Charter Members	0	30	36	29	10
		New Members	221	200	146	173	118
		Drops	287	286	265	300	167
		Net Growth	-51	-28	-50	-71	-8
31	North Carolina	New Clubs	1	0	5	1	0
		Charter Members	33	4	146	31	6
		New Members	446	370	413	329	306
		Drops	754	650	612	713	527
		Net Growth	-202	-242	27	-304	-154
32	South Carolina	New Clubs	1	0	3	0	2
		Charter Members	30	7	89	0	69
		New Members	272	267	244	223	193
		Drops	439	364	377	354	311
		Net Growth	-91	-59	-4	-98	-25
34	Alabama	New Clubs	5	4	0	1	1
		Charter Members	138	129	12	43	21
		New Members	280	227	191	176	228
		Drops	364	345	422	328	283
		Net Growth	89	37	-197	-81	-23
35	Aruba Bahamas Florida	New Clubs	3	1	3	4	4
		Charter Members	88	65	121	106	136
		New Members	607	524	490	432	448
		Drops	834	790	823	889	618
		Net Growth	23	-54	-53	-219	99
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	0	1
		Charter Members	0	0	0	2	32
		New Members	0	0	0	22	229
		Drops	0	0	0	260	363
		Net Growth	0	0	0	-227	-82
60	Various	New Clubs	0	1	0	1	1
		Charter Members	0	36	1	27	35
		New Members	0	149	201	87	133
		Drops	0	139	191	243	249
		Net Growth	0	74	21	-119	-29
Total	Carlton Lloyd	New Clubs	13	7	14	11	9
		Charter Members	381	284	471	381	318
		New Members	2644	2574	2450	2051	2290
		Drops	3998	3854	3908	4195	3508
		Net Growth	-560	-605	-558	-1383	-499

March (Only) Results

MD	GMT Area	CA 1	Mar-16	Mar-17	Mar-18	Mar-19
12	Tennessee	New Clubs	0	0	0	0
		Charter Members	0	4	0	1
		New Members	24	59	38	60
		Drops	34	42	32	29
		Net Growth	-8	23	8	36
18	Georgia	New Clubs	0	0	0	0
		Charter Members	0	3	0	0
		New Members	45	41	36	33
		Drops	51	58	45	40
		Net Growth	-3	-7	-6	-6
30	Mississippi	New Clubs	1	0	0	0
		Charter Members	25	0	0	0
		New Members	30	27	9	14
		Drops	22	29	21	12
		Net Growth	36	-1	-11	2
31	North Carolina	New Clubs	0	2	0	0
		Charter Members	1	44	1	0
		New Members	39	53	42	35
		Drops	59	53	55	65
		Net Growth	-17	48	-6	-24
32	South Carolina	New Clubs	0	0	0	0
		Charter Members	0	2	0	9
		New Members	37	37	34	25
		Drops	38	30	30	38
		Net Growth	4	12	11	1
34	Alabama	New Clubs	1	0	0	0
		Charter Members	33	1	3	0
		New Members	17	21	25	22
		Drops	42	31	19	26
		Net Growth	8	-7	11	-4
35	Aruba Bahamas Florida	New Clubs	0	1	0	2
		Charter Members	8	21	4	60
		New Members	67	82	56	56
		Drops	107	53	70	35
		Net Growth	-9	66	6	86
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	0
		Charter Members	0	0	0	6
		New Members	0	0	0	18
		Drops	0	0	0	25
		Net Growth	0	0	0	3
60	Various	New Clubs	1	0	1	0
		Charter Members	23	0	27	1
		New Members	24	27	7	23
		Drops	12	19	24	25
		Net Growth	35	9	11	4
Total	Carlton Lloyd	New Clubs	3	3	1	2
		Charter Members	90	75	35	77
		New Members	283	347	247	286
		Drops	365	315	296	295
		Net Growth	46	143	24	98

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
12	Tennessee	New Clubs	0	0	1
		Charter Members	0	5	64
		New Members	138	151	165
		Drops	227	171	161
		Net Growth	-80	2	99
18	Georgia	New Clubs	0	0	0
		Charter Members	1	3	1
		New Members	120	128	104
		Drops	212	185	201
		Net Growth	-67	-35	-86
30	Mississippi	New Clubs	1	0	0
		Charter Members	26	0	1
		New Members	66	50	57
		Drops	114	98	88
		Net Growth	-15	-32	-27
31	North Carolina	New Clubs	0	3	0
		Charter Members	1	82	5
		New Members	149	139	115
		Drops	217	204	196
		Net Growth	-58	44	-59
32	South Carolina	New Clubs	0	1	0
		Charter Members	0	26	0
		New Members	93	107	81
		Drops	127	154	114
		Net Growth	-25	-11	-20
34	Alabama	New Clubs	1	0	0
		Charter Members	48	3	20
		New Members	88	72	61
		Drops	138	144	87
		Net Growth	3	-61	8
35	Aruba Bahamas Florida	New Clubs	0	1	0
		Charter Members	12	30	11
		New Members	194	193	175
		Drops	253	200	237
		Net Growth	1	76	3
60	Various	New Clubs	1	0	1
		Charter Members	24	0	27
		New Members	55	99	27
		Drops	46	53	64
		Net Growth	38	50	-5
Total	Carlton Lloyd	New Clubs	3	5	2
		Charter Members	112	149	129
		New Members	903	939	785
		Drops	1334	1209	1148
		Net Growth	-203	33	-87

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
2	Texas	New Clubs	16	7	21	12	8
		Charter Members	530	268	608	447	290
		New Members	2642	2491	2365	2116	1995
		Drops	3866	3636	3603	3587	2751
		Net Growth	-351	-644	-371	-780	-196
3	Oklahoma	New Clubs	2	0	0	0	0
		Charter Members	55	1	1	8	0
		New Members	358	286	243	269	241
		Drops	484	379	420	435	349
		Net Growth	-42	-66	-145	-119	-82
7	Arkansas	New Clubs	3	1	0	1	0
		Charter Members	89	27	0	26	1
		New Members	243	253	242	223	192
		Drops	400	427	357	335	328
		Net Growth	-23	-122	-81	-53	-112
8	Louisiana	New Clubs	3	0	0	0	0
		Charter Members	139	10	2	2	23
		New Members	362	304	252	195	230
		Drops	538	440	406	370	322
		Net Growth	9	-94	-127	-154	-38
26	Missouri	New Clubs	0	0	2	1	0
		Charter Members	1	4	51	30	10
		New Members	585	569	623	499	412
		Drops	873	866	777	813	783
		Net Growth	-221	-214	-31	-220	-296
Total	Gregory Gilliam	New Clubs	24	8	23	14	8
		Charter Members	814	310	662	513	324
		New Members	4190	3903	3725	3302	3070
		Drops	6161	5748	5563	5540	4533
		Net Growth	-628	-1140	-755	-1326	-724

March (Only) Results

MD	GMT Area	CA 1	Mar-16	Mar-17	Mar-18	Mar-19
2	Texas	New Clubs	1	5	2	2
		Charter Members	29	123	113	59
		New Members	293	322	252	240
		Drops	343	240	269	244
		Net Growth	10	235	125	99
3	Oklahoma	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	31	39	36	31
		Drops	23	27	33	23
		Net Growth	10	13	7	10
7	Arkansas	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	31	34	29	15
		Drops	39	22	21	14
		Net Growth	-6	16	10	2
8	Louisiana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	24	27	17	29
		Drops	34	44	30	36
		Net Growth	-9	-15	-13	-6
26	Missouri	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	58	59	47	45
		Drops	60	117	46	57
		Net Growth	10	-54	13	-2
Total	Gregory Gilliam	New Clubs	1	5	2	2
		Charter Members	30	124	113	59
		New Members	437	481	381	360
		Drops	499	450	399	374
		Net Growth	15	195	142	103

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
2	Texas	New Clubs	2	10	4
		Charter Members	73	303	216
		New Members	888	837	772
		Drops	1115	1117	1042
		Net Growth	-70	126	37
3	Oklahoma	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	97	86	110
		Drops	116	146	157
		Net Growth	-9	-53	-34
7	Arkansas	New Clubs	0	0	0
		Charter Members	1	0	1
		New Members	121	102	86
		Drops	119	106	88
		Net Growth	10	4	5
8	Louisiana	New Clubs	0	0	0
		Charter Members	1	0	0
		New Members	68	79	42
		Drops	121	125	103
		Net Growth	-38	-43	-61
26	Missouri	New Clubs	0	0	0
		Charter Members	1	2	2
		New Members	199	226	180
		Drops	266	306	230
		Net Growth	-32	-55	-22
Total	Gregory Gilliam	New Clubs	2	10	4
		Charter Members	76	305	219
		New Members	1373	1330	1190
		Drops	1737	1800	1620
		Net Growth	-139	-21	-75

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	1	21	0	35
		New Members	242	209	221	241	161
		Drops	479	335	274	311	335
		Net Growth	-155	-102	-5	-34	-105
17	Kansas	New Clubs	2	1	0	1	0
		Charter Members	52	24	1	22	3
		New Members	334	297	340	277	268
		Drops	541	476	461	443	420
		Net Growth	-110	-106	-70	-117	-108
21	Arizona California	New Clubs	5	1	0	0	1
		Charter Members	134	52	8	14	23
		New Members	328	380	319	242	255
		Drops	414	443	351	411	278
		Net Growth	99	61	48	-92	47
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	78	121	83	55	62
		Drops	135	138	102	115	98
		Net Growth	-51	-12	-16	-55	-32
38	Nebraska	New Clubs	0	1	0	0	0
		Charter Members	2	25	0	0	5
		New Members	230	200	170	163	139
		Drops	254	280	204	271	251
		Net Growth	11	-34	-25	-98	-97
40	Arizona New Mexico	New Clubs	0	0	0	1	0
		Charter Members	2	0	0	24	0
		New Members	110	90	102	91	47
		Drops	215	170	134	133	130
		Net Growth	-84	-66	-9	-8	-74
15	Wyoming	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	95	50	49	47	67
		Drops	110	89	107	89	68
		Net Growth	-5	-29	-47	-39	2
Total	William Phillipi	New Clubs	8	3	1	2	2
		Charter Members	215	102	30	60	66
		New Members	1417	1347	1284	1116	999
		Drops	2148	1931	1633	1773	1580
		Net Growth	-295	-288	-124	-443	-367

March (Only) Results

MD	GMT Area	CA 1	Mar-16	Mar-17	Mar-18	Mar-19
6	Colorado	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	32	27	50	13
		Drops	19	22	31	20
		Net Growth	15	7	24	-1
17	Kansas	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	23	36	53	29
		Drops	46	34	58	29
		Net Growth	-21	5	-4	3
21	Arizona California	New Clubs	0	0	0	0
		Charter Members	0	0	0	2
		New Members	19	29	32	14
		Drops	31	25	19	14
		Net Growth	-2	7	20	5
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	27	1	4	6
		Drops	10	3	10	9
		Net Growth	17	-1	-5	-3
38	Nebraska	New Clubs	0	0	0	0
		Charter Members	4	0	0	1
		New Members	19	34	31	10
		Drops	19	18	23	7
		Net Growth	4	16	8	4
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	3	18	26	8
		Drops	12	16	25	9
		Net Growth	-7	11	2	-1
15	Wyoming	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	2	9	9	1
		Drops	8	1	6	10
		Net Growth	-6	8	3	-8
Total	William Phillipi	New Clubs	0	0	0	0
		Charter Members	4	0	0	3
		New Members	125	154	205	81
		Drops	145	119	172	98
		Net Growth	0	53	48	-1

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
6	Colorado	New Clubs	0	0	0
		Charter Members	1	0	0
		New Members	92	86	145
		Drops	116	84	108
		Net Growth	-16	9	60
17	Kansas	New Clubs	1	0	0
		Charter Members	23	0	0
		New Members	115	116	115
		Drops	165	126	131
		Net Growth	1	6	-11
21	Arizona California	New Clubs	0	0	0
		Charter Members	4	0	1
		New Members	95	87	82
		Drops	109	71	117
		Net Growth	14	29	-11
28	Utah	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	56	21	20
		Drops	50	29	36
		Net Growth	9	-6	-14
38	Nebraska	New Clubs	1	0	0
		Charter Members	25	0	0
		New Members	63	79	80
		Drops	101	74	77
		Net Growth	-8	7	4
40	Arizona New Mexico	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	34	36	37
		Drops	55	63	32
		Net Growth	-17	-13	7
15	Wyoming	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	19	24	22
		Drops	21	17	35
		Net Growth	0	11	-13
Total	William Phillipi	New Clubs	2	0	0
		Charter Members	53	0	1
		New Members	474	449	501
		Drops	617	464	536
		Net Growth	-17	43	22

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
4	California	New Clubs	9	9	19	14	5
		Charter Members	345	345	720	448	192
		New Members	2004	1817	1815	1671	1533
		Drops	2190	2422	2292	2823	2226
		Net Growth	395	-27	488	-402	-277
19	British Columbia Idaho Washington	New Clubs	0	0	1	2	2
		Charter Members	7	5	38	57	51
		New Members	459	467	444	462	364
		Drops	721	699	658	673	556
		Net Growth	-149	-161	-110	-99	-59
36	California Oregon	New Clubs	2	1	1	0	0
		Charter Members	56	31	28	5	6
		New Members	350	295	255	239	233
		Drops	437	445	446	411	294
		Net Growth	26	-72	-113	-116	1
37	Alberta Montana	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	164	0	0	0	0
		Drops	198	0	0	0	0
		Net Growth	-15	0	0	0	0
39	Idaho Oregon	New Clubs	1	0	2	0	0
		Charter Members	32	2	43	1	0
		New Members	130	112	99	59	65
		Drops	129	176	122	147	155
		Net Growth	47	-47	25	-77	-81
49	Alaska British Columbia Yukon Territory	New Clubs	0	1	2	0	0
		Charter Members	4	32	50	2	4
		New Members	270	220	200	227	204
		Drops	268	509	371	409	305
		Net Growth	44	-225	-73	-163	-82
50	Hawaii	New Clubs	0	1	1	0	0
		Charter Members	3	30	35	1	0
		New Members	168	175	146	92	118
		Drops	178	180	210	174	130
		Net Growth	9	43	1	-58	1
46	California Nevada	New Clubs	1	0	0	1	1
		Charter Members	24	1	30	43	22
		New Members	121	101	109	96	123
		Drops	246	182	142	261	132
		Net Growth	-85	-49	13	-107	30
37	Montana	New Clubs	0	0	2	0	0
		Charter Members	0	0	52	0	0
		New Members	0	133	69	93	117
		Drops	0	132	137	111	136
		Net Growth	0	11	-2	-11	-5
Total	Howard Hudson	New Clubs	13	12	28	17	8
		Charter Members	471	446	996	557	275
		New Members	3666	3320	3137	2939	2757
		Drops	4367	4745	4378	5009	3934
		Net Growth	272	-527	229	-1033	-472

March (Only) Results

MD	GMT Area	CA 1	Mar-16	Mar-17	Mar-18	Mar-19
4	California	New Clubs	1	1	4	1
		Charter Members	32	35	113	32
		New Members	184	180	203	167
		Drops	190	189	174	178
		Net Growth	52	44	179	38
19	British Columbia Idaho Washington	New Clubs	0	0	0	0
		Charter Members	2	12	8	0
		New Members	77	84	61	48
		Drops	50	46	64	59
		Net Growth	32	56	13	-5
36	California Oregon	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	36	38	30	42
		Drops	25	27	54	15
		Net Growth	18	16	-5	34
39	Idaho Oregon	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	14	15	4	10
		Drops	9	7	15	5
		Net Growth	9	10	-11	10
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	27	12	55	22
		Drops	17	38	65	25
		Net Growth	20	-19	-10	-3
50	Hawaii	New Clubs	0	0	0	0
		Charter Members	0	13	0	0
		New Members	20	28	15	16
		Drops	10	14	3	15
		Net Growth	12	33	16	1
46	California Nevada	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	8	14	16	11
		Drops	9	23	15	9
		Net Growth	-1	-8	2	4
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	20	4	5	11
		Drops	8	8	4	8
		Net Growth	12	-3	3	4
Total	Howard Hudson	New Clubs	1	1	4	1
		Charter Members	34	61	121	32
		New Members	386	375	389	327
		Drops	318	352	394	314
		Net Growth	154	129	187	83

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
4	California	New Clubs Charter Members New Members Drops Net Growth	3 158 538 683 87	6 186 476 557 167	5 165 590 663 180
19	British Columbia Idaho Washington	New Clubs Charter Members New Members Drops Net Growth	0 3 192 204 11	1 36 205 180 80	0 9 178 218 -15
36	California Oregon	New Clubs Charter Members New Members Drops Net Growth	0 2 123 131 15	0 0 106 112 17	0 3 79 146 -31
39	Idaho Oregon	New Clubs Charter Members New Members Drops Net Growth	0 1 47 64 -10	0 0 36 47 -9	0 0 19 56 -35
49	Alaska British Columbia Yukon Territory	New Clubs Charter Members New Members Drops Net Growth	0 0 90 187 -81	2 47 65 161 -34	0 0 91 125 -29
50	Hawaii	New Clubs Charter Members New Members Drops Net Growth	1 29 57 41 54	0 13 51 42 38	0 0 28 22 14
46	California Nevada	New Clubs Charter Members New Members Drops Net Growth	0 1 25 43 -10	0 2 23 39 -10	0 18 40 91 -30
37	Montana	New Clubs Charter Members New Members Drops Net Growth	0 0 49 37 14	0 3 20 47 -16	0 0 22 34 -9
Total	Howard Hudson	New Clubs Charter Members New Members Drops Net Growth	4 194 1121 1390 80	9 287 982 1185 233	5 195 1047 1355 45

