

MD ANALYSIS

CA 1 April Analysis

GAT Constitutional Area 1 Leader: JEROME THOMPSON

July 2018 to April 2019 (10 months) Results

CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
New Clubs	93	69	120	95	57
Charter Members	3057	2433	3749	3063	1889
New Members	25597	24272	23376	21163	20805
Drops	34367	33498	32374	33972	28667
Net Growth	-2476	-3861	-2344	-6820	-3117

April (Only Results)

CA 1	Apr-16	Apr-17	Apr-18	Apr-19
New Clubs	6	17	16	13
Charter Members	203	441	447	318
New Members	2590	2549	2542	2907
Drops	2583	2603	2807	2313
Net Growth	479	598	474	1115

Statement for 4th Quarter Results(previous 3 years)

CA 1	2015-2016 4th Qtr	2016-2017 4th Qtr	2017-2018 4th Qtr
New Clubs	45	82	64
Charter Members	1226	2303	1824
New Members	7397	10412	11296
Drops	12870	12638	18103
Net Growth	-3346	1003	-3843

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	3	2
		Charter Members	109	8	3	86	56
		New Members	393	329	342	308	358
		Drops	457	546	478	453	359
		Net Growth	66	-136	-90	-11	129
20	Bermuda New York	New Clubs	6	9	7	6	3
		Charter Members	170	281	182	174	134
		New Members	1050	1037	1058	917	996
		Drops	1271	1347	1327	1401	1235
		Net Growth	78	113	29	-217	39
22	Delaware District Of Columbia Maryland	New Clubs	2	0	2	1	0
		Charter Members	53	6	90	51	1
		New Members	401	427	464	411	407
		Drops	643	574	531	692	489
		Net Growth	-136	-84	70	-173	-28
23	Connecticut	New Clubs	0	2	2	5	0
		Charter Members	5	64	72	93	14
		New Members	340	333	313	307	288
		Drops	486	481	445	472	463
		Net Growth	-101	-59	-27	-41	-143
33	Massachusetts	New Clubs	0	0	2	0	0
		Charter Members	5	9	71	4	5
		New Members	567	510	475	470	433
		Drops	727	663	639	648	588
		Net Growth	-115	-99	-26	-115	-108
44	New Hampshire	New Clubs	1	2	1	2	1
		Charter Members	30	81	23	55	28
		New Members	213	179	193	161	142
		Drops	271	239	220	207	131
		Net Growth	-6	35	12	18	54
42	Rhode Island	New Clubs	0	0	1	0	0
		Charter Members	0	3	22	0	1
		New Members	62	70	67	64	64
		Drops	147	98	73	73	49
		Net Growth	-79	-10	19	-4	19
45	New York Vermont	New Clubs	0	0	0	0	0
		Charter Members	1	1	0	0	0
		New Members	84	67	81	72	65
		Drops	92	113	141	93	71
		Net Growth	-4	-42	-50	-8	7
41	Maine	New Clubs	0	0	0	0	0
		Charter Members	0	4	0	0	3
		New Members	132	113	141	119	125
		Drops	167	140	157	150	141
		Net Growth	-18	-12	-2	-22	4
Total Mahesh Chitnis		New Clubs	13	13	15	17	6
		Charter Members	373	457	463	463	242
		New Members	3242	3065	3134	2829	2878
		Drops	4261	4201	4011	4189	3526
		Net Growth	-315	-294	-65	-573	-27

April (Only) Results

MD	GMT Area	CA 1	Apr-16	Apr-17	Apr-18	Apr-19
16	New Jersey	New Clubs	0	0	1	1
		Charter Members	0	0	34	22
		New Members	41	42	47	94
		Drops	43	32	33	10
		Net Growth	2	14	51	107
20	Bermuda New York	New Clubs	0	1	0	1
		Charter Members	7	27	4	23
		New Members	124	93	92	173
		Drops	98	115	168	85
		Net Growth	44	19	-64	115
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0	0
		Charter Members	1	2	4	1
		New Members	47	40	47	70
		Drops	41	35	47	52
		Net Growth	10	8	8	23
23	Connecticut	New Clubs	1	0	2	0
		Charter Members	22	0	42	0
		New Members	47	46	59	50
		Drops	66	35	38	21
		Net Growth	3	14	64	30
33	Massachusetts	New Clubs	0	1	0	0
		Charter Members	0	31	0	3
		New Members	41	50	67	60
		Drops	48	49	71	55
		Net Growth	-2	36	0	10
44	New Hampshire	New Clubs	0	0	0	0
		Charter Members	3	0	1	0
		New Members	14	31	14	20
		Drops	9	10	16	13
		Net Growth	10	21	-1	8
42	Rhode Island	New Clubs	0	1	0	0
		Charter Members	0	21	0	0
		New Members	3	10	9	11
		Drops	4	21	12	3
		Net Growth	2	10	-1	9
45	New York Vermont	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	9	17	15	8
		Drops	12	13	3	7
		Net Growth	-3	4	12	1
41	Maine	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	7	12	13	14
		Drops	7	6	16	10
		Net Growth	0	6	-3	4
Total	Mahesh Chitnis	New Clubs	1	3	3	2
		Charter Members	33	81	85	49
		New Members	333	341	363	500
		Drops	328	316	404	256
		Net Growth	66	132	66	307

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 4th Qtr	2016-2017 4th Qtr	2017-2018 4th Qtr
16	New Jersey	New Clubs	0	2	1
		Charter Members	0	45	34
		New Members	98	117	141
		Drops	180	187	232
		Net Growth	-72	-15	-49
20	Bermuda New York	New Clubs	5	5	2
		Charter Members	122	205	53
		New Members	345	428	496
		Drops	504	577	955
		Net Growth	-6	89	-364
22	Delaware District Of Columbia Maryland	New Clubs	1	1	0
		Charter Members	26	27	4
		New Members	139	198	234
		Drops	215	206	301
		Net Growth	-41	32	-54
23	Connecticut	New Clubs	2	0	4
		Charter Members	45	1	114
		New Members	102	172	255
		Drops	157	113	223
		Net Growth	20	67	164
33	Massachusetts	New Clubs	0	3	1
		Charter Members	2	75	24
		New Members	144	218	220
		Drops	251	138	341
		Net Growth	-86	178	-79
44	New Hampshire	New Clubs	0	2	0
		Charter Members	7	44	1
		New Members	48	101	101
		Drops	79	93	148
		Net Growth	-18	54	-36
42	Rhode Island	New Clubs	0	1	1
		Charter Members	0	21	20
		New Members	39	46	39
		Drops	70	68	74
		Net Growth	-20	4	-11
45	New York Vermont	New Clubs	1	0	0
		Charter Members	20	0	0
		New Members	21	40	40
		Drops	45	53	56
		Net Growth	-3	-10	-14
41	Maine	New Clubs	0	0	1
		Charter Members	0	0	21
		New Members	30	61	70
		Drops	59	58	90
		Net Growth	-25	5	3
Total	Mahesh Chitnis	New Clubs	9	14	10
		Charter Members	222	418	271
		New Members	966	1381	1596
		Drops	1560	1493	2420
		Net Growth	-251	404	-440

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	67	37	33
		New Members	810	770	736	592	589
		Drops	1062	1039	1083	1042	870
		Net Growth	-121	-128	-219	-336	-176
14	Pennsylvania	New Clubs	2	3	4	9	2
		Charter Members	67	121	125	271	51
		New Members	1106	1082	1048	1089	1009
		Drops	1797	1673	1574	1723	1559
		Net Growth	-479	-355	-293	-227	-362
24	Virginia	New Clubs	0	2	1	2	3
		Charter Members	4	45	30	127	90
		New Members	506	535	458	461	405
		Drops	666	702	712	695	605
		Net Growth	-94	-57	-138	-40	-64
29	West Virginia	New Clubs	0	0	0	1	1
		Charter Members	3	1	2	21	22
		New Members	295	291	259	195	235
		Drops	427	373	423	364	299
		Net Growth	-96	-61	-130	-121	-15
Total	Cindy Gregg	New Clubs	3	6	7	13	7
		Charter Members	114	194	224	456	196
		New Members	2717	2678	2501	2337	2238
		Drops	3952	3787	3792	3824	3333
		Net Growth	-790	-601	-780	-724	-617

April (Only) Results

MD	GMT Area	CA 1	Apr-16	Apr-17	Apr-18	Apr-19
13	Ohio	New Clubs	0	0	0	0
		Charter Members	0	1	2	3
		New Members	93	95	78	85
		Drops	75	74	92	58
		Net Growth	34	30	-4	31
14	Pennsylvania	New Clubs	0	0	1	1
		Charter Members	0	1	22	20
		New Members	116	117	104	163
		Drops	98	116	90	140
		Net Growth	28	11	57	59
24	Virginia	New Clubs	0	0	0	0
		Charter Members	0	0	0	3
		New Members	64	56	54	36
		Drops	52	63	64	35
		Net Growth	14	2	1	8
29	West Virginia	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	28	27	19	24
		Drops	39	53	18	41
		Net Growth	-11	-23	2	-17
Total	Cindy Gregg	New Clubs	0	0	1	1
		Charter Members	0	2	24	26
		New Members	301	295	255	308
		Drops	264	306	264	274
		Net Growth	65	20	56	81

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 4th Qtr	2016-2017 4th Qtr	2017-2018 4th Qtr
13	Ohio	New Clubs	0	1	0
		Charter Members	1	24	2
		New Members	240	323	322
		Drops	336	384	512
		Net Growth	-69	-17	-145
14	Pennsylvania	New Clubs	0	4	7
		Charter Members	1	110	155
		New Members	320	482	551
		Drops	554	586	920
		Net Growth	-195	33	-148
24	Virginia	New Clubs	0	2	2
		Charter Members	3	42	59
		New Members	143	183	205
		Drops	283	301	310
		Net Growth	-90	-41	-12
29	West Virginia	New Clubs	0	2	1
		Charter Members	0	62	22
		New Members	87	137	118
		Drops	140	173	189
		Net Growth	-50	31	-40
Total	Cindy Gregg	New Clubs	0	9	10
		Charter Members	5	238	238
		New Members	790	1125	1196
		Drops	1313	1444	1931
		Net Growth	-404	6	-345

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
1	Illinois	New Clubs	2	3	4	3	1
		Charter Members	63	116	113	101	41
		New Members	1002	1017	872	804	906
		Drops	1319	1149	1257	1367	1154
		Net Growth	-112	98	-135	-366	-81
11	Michigan	New Clubs	0	4	3	2	3
		Charter Members	8	116	114	105	74
		New Members	713	663	757	726	746
		Drops	1072	1019	1069	1060	883
		Net Growth	-245	-148	-111	-130	10
25	Indiana	New Clubs	0	2	2	0	0
		Charter Members	4	69	68	3	6
		New Members	711	676	638	581	608
		Drops	972	929	922	916	754
		Net Growth	-166	-90	-165	-252	-64
43	Kentucky	New Clubs	1	0	3	0	1
		Charter Members	34	9	77	3	21
		New Members	518	364	324	251	275
		Drops	623	580	553	587	538
		Net Growth	-20	-170	-94	-273	-218
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	3	0
		New Members	93	102	79	94	79
		Drops	104	129	145	120	113
		Net Growth	4	-20	-59	-17	-4
Total	Steve Anton	New Clubs	3	9	12	5	5
		Charter Members	109	310	372	215	142
		New Members	3037	2822	2670	2456	2614
		Drops	4090	3806	3946	4050	3442
		Net Growth	-539	-330	-564	-1038	-357

April (Only) Results

MD	GMT Area	CA 1	Apr-16	Apr-17	Apr-18	Apr-19
1	Illinois	New Clubs	0	1	1	1
		Charter Members	0	22	40	21
		New Members	110	75	94	136
		Drops	100	95	121	99
		Net Growth	27	11	24	67
11	Michigan	New Clubs	0	1	0	0
		Charter Members	2	20	9	5
		New Members	83	58	103	125
		Drops	61	81	55	73
		Net Growth	27	10	65	61
25	Indiana	New Clubs	1	0	0	0
		Charter Members	38	1	0	2
		New Members	81	67	83	163
		Drops	82	76	64	59
		Net Growth	39	-6	30	113
43	Kentucky	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	39	43	26	34
		Drops	33	45	63	21
		Net Growth	10	1	-32	13
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	4	6	30	6
		Drops	10	7	22	8
		Net Growth	-4	1	8	1
Total	Steve Anton	New Clubs	1	2	1	1
		Charter Members	41	43	49	28
		New Members	317	249	336	464
		Drops	286	304	325	260
		Net Growth	99	17	95	255

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 4th Qtr	2016-2017 4th Qtr	2017-2018 4th Qtr
1	Illinois	New Clubs	1	4	3
		Charter Members	32	99	92
		New Members	291	373	377
		Drops	526	526	795
		Net Growth	-167	-24	-275
11	Michigan	New Clubs	1	1	0
		Charter Members	28	24	14
		New Members	267	270	388
		Drops	450	409	571
		Net Growth	-135	-78	-113
25	Indiana	New Clubs	3	0	2
		Charter Members	94	3	50
		New Members	233	310	350
		Drops	322	429	519
		Net Growth	26	-100	-85
43	Kentucky	New Clubs	0	2	0
		Charter Members	1	55	1
		New Members	113	178	202
		Drops	213	240	232
		Net Growth	-91	32	-16
10	Michigan	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	22	49	61
		Drops	39	45	61
		Net Growth	-15	8	1
Total	Steve Anton	New Clubs	5	7	5
		Charter Members	155	181	157
		New Members	926	1180	1378
		Drops	1550	1649	2178
		Net Growth	-382	-162	-488

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	2	0	1	0	0
		Charter Members	68	5	27	0	3
		New Members	397	319	347	302	223
		Drops	492	484	443	467	387
		Net Growth	32	-136	-39	-117	-135
5M	Minnesota	New Clubs	2	5	5	3	1
		Charter Members	73	149	129	77	44
		New Members	1175	1183	1050	1057	967
		Drops	1272	1402	1225	1328	1291
		Net Growth	81	35	60	-68	-134
9	Iowa	New Clubs	1	1	2	0	1
		Charter Members	29	31	63	5	38
		New Members	504	493	599	439	430
		Drops	789	733	725	724	682
		Net Growth	-217	-157	-13	-203	-145
27	Wisconsin	New Clubs	3	2	1	3	2
		Charter Members	153	44	22	70	49
		New Members	1129	1260	1152	1017	1029
		Drops	1461	1409	1383	1399	1212
		Net Growth	-18	8	-96	-189	-21
Total		New Clubs	8	8	9	6	4
		Charter Members	323	229	241	152	134
		New Members	3205	3255	3148	2815	2649
		Drops	4014	4028	3776	3918	3572
		Net Growth	-122	-250	-88	-577	-435

April (Only) Results

MD	GMT Area	CA 1	Apr-16	Apr-17	Apr-18	Apr-19
5	North Dakota South Dakota	New Clubs	0	1	0	0
		Charter Members	0	25	0	0
		New Members	40	45	35	19
		Drops	32	53	57	38
		Net Growth	10	19	-21	-18
5M	Minnesota	New Clubs	1	0	0	0
		Charter Members	26	0	0	0
		New Members	103	107	92	125
		Drops	98	95	109	103
		Net Growth	40	19	-12	38
9	Iowa	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	53	72	44	55
		Drops	66	61	53	60
		Net Growth	-10	11	-4	-4
27	Wisconsin	New Clubs	0	0	1	1
		Charter Members	1	0	23	23
		New Members	135	113	99	126
		Drops	111	101	121	83
		Net Growth	35	19	17	75
Total		New Clubs	1	1	1	1
		Charter Members	28	25	23	23
		New Members	331	337	270	325
		Drops	307	310	340	284
		Net Growth	75	68	-20	91

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 4th Qtr	2016-2017 4th Qtr	2017-2018 4th Qtr
5	North Dakota South Dakota	New Clubs	1	1	0
		Charter Members	29	30	0
		New Members	103	126	132
		Drops	177	208	206
		Net Growth	-37	-43	-66
5M	Minnesota	New Clubs	3	0	2
		Charter Members	74	5	56
		New Members	339	398	527
		Drops	507	529	777
		Net Growth	-68	-95	-145
9	Iowa	New Clubs	0	0	2
		Charter Members	4	8	55
		New Members	144	194	202
		Drops	316	338	374
		Net Growth	-158	-116	-105
27	Wisconsin	New Clubs	0	1	1
		Charter Members	2	21	28
		New Members	405	495	460
		Drops	541	495	763
		Net Growth	-78	55	-233
Total		New Clubs	4	2	5
		Charter Members	109	64	139
		New Members	991	1213	1321
		Drops	1541	1570	2120
		Net Growth	-341	-199	-549

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
12	Tennessee	New Clubs	0	0	3	3	0
		Charter Members	2	6	85	141	4
		New Members	484	496	470	425	421
		Drops	736	749	659	662	597
		Net Growth	-204	-212	-57	-26	-133
18	Georgia	New Clubs	3	0	0	1	0
		Charter Members	92	7	5	29	5
		New Members	444	412	377	267	307
		Drops	692	632	658	550	494
		Net Growth	-110	-145	-233	-218	-149
30	Mississippi	New Clubs	0	1	1	1	0
		Charter Members	1	30	36	29	10
		New Members	245	215	166	213	137
		Drops	311	310	303	344	199
		Net Growth	-50	-37	-68	-73	-20
31	North Carolina	New Clubs	1	0	5	1	1
		Charter Members	33	4	150	31	26
		New Members	489	427	451	360	347
		Drops	800	729	671	775	566
		Net Growth	-203	-255	14	-330	-128
32	South Carolina	New Clubs	1	0	4	0	2
		Charter Members	31	7	113	0	69
		New Members	322	293	271	258	213
		Drops	475	384	406	393	347
		Net Growth	-75	-50	21	-96	-41
34	Alabama	New Clubs	5	4	0	1	1
		Charter Members	143	131	12	43	21
		New Members	307	242	214	206	248
		Drops	396	390	458	357	301
		Net Growth	89	12	-210	-79	-21
35	Aruba Bahamas Florida	New Clubs	4	1	5	4	4
		Charter Members	112	66	183	108	137
		New Members	653	598	544	488	520
		Drops	896	851	880	968	679
		Net Growth	37	-18	13	-220	119
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	1	2
		Charter Members	0	0	0	28	52
		New Members	0	0	0	75	300
		Drops	0	0	0	354	408
		Net Growth	0	0	0	-240	-22
60	Various	New Clubs	0	1	1	2	2
		Charter Members	0	40	21	60	61
		New Members	0	175	259	109	179
		Drops	0	166	221	278	274
		Net Growth	0	79	70	-88	21
Total	Carlton Lloyd	New Clubs	14	7	19	14	12
		Charter Members	414	291	605	469	385
		New Members	2944	2858	2752	2401	2672
		Drops	4306	4211	4256	4681	3865
		Net Growth	-516	-626	-450	-1370	-374

April (Only) Results

MD	GMT Area	CA 1	Apr-16	Apr-17	Apr-18	Apr-19
12	Tennessee	New Clubs	0	1	1	0
		Charter Members	0	23	26	0
		New Members	32	42	38	55
		Drops	65	39	61	59
		Net Growth	-30	26	8	-3
18	Georgia	New Clubs	0	0	0	0
		Charter Members	0	1	1	0
		New Members	39	40	45	38
		Drops	36	60	43	42
		Net Growth	6	-14	12	-2
30	Mississippi	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	15	20	40	19
		Drops	24	38	44	32
		Net Growth	-9	-18	-2	-12
31	North Carolina	New Clubs	0	0	0	1
		Charter Members	0	4	0	20
		New Members	57	38	31	41
		Drops	79	59	62	39
		Net Growth	-13	-13	-26	26
32	South Carolina	New Clubs	0	1	0	0
		Charter Members	0	24	0	0
		New Members	26	27	35	20
		Drops	20	29	39	36
		Net Growth	9	25	2	-16
34	Alabama	New Clubs	0	0	0	0
		Charter Members	2	0	0	0
		New Members	15	23	30	20
		Drops	45	36	29	18
		Net Growth	-25	-13	2	2
35	Aruba Bahamas Florida	New Clubs	0	2	0	0
		Charter Members	1	62	2	1
		New Members	74	54	56	72
		Drops	61	57	79	61
		Net Growth	36	66	-1	20
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	1	1
		Charter Members	0	0	26	20
		New Members	0	0	53	71
		Drops	0	0	94	45
		Net Growth	0	0	-13	60
60	Various	New Clubs	0	1	1	1
		Charter Members	4	20	33	26
		New Members	26	58	22	46
		Drops	27	30	35	25
		Net Growth	5	49	31	50
Total	Carlton Lloyd	New Clubs	0	5	3	3
		Charter Members	7	134	88	67
		New Members	284	302	350	382
		Drops	357	348	486	357
		Net Growth	-21	108	13	125

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 4th Qtr	2016-2017 4th Qtr	2017-2018 4th Qtr
12	Tennessee	New Clubs	1	2	1
		Charter Members	33	66	28
		New Members	113	219	260
		Drops	216	208	357
		Net Growth	-47	88	-56
18	Georgia	New Clubs	0	1	1
		Charter Members	0	32	24
		New Members	116	168	188
		Drops	253	189	197
		Net Growth	-127	28	32
30	Mississippi	New Clubs	0	1	0
		Charter Members	2	24	0
		New Members	61	71	91
		Drops	116	109	164
		Net Growth	-51	-12	-70
31	North Carolina	New Clubs	0	2	0
		Charter Members	1	69	2
		New Members	143	225	179
		Drops	365	283	375
		Net Growth	-202	24	-176
32	South Carolina	New Clubs	1	1	0
		Charter Members	21	25	1
		New Members	72	146	143
		Drops	189	131	195
		Net Growth	-91	47	-35
34	Alabama	New Clubs	0	0	0
		Charter Members	2	1	1
		New Members	64	110	117
		Drops	151	112	155
		Net Growth	-80	10	-29
35	Aruba Bahamas Florida	New Clubs	3	5	2
		Charter Members	80	157	50
		New Members	182	253	339
		Drops	384	378	557
		Net Growth	-76	62	-111
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	1
		Charter Members	0	0	37
		New Members	0	0	190
		Drops	0	0	333
		Net Growth	0	0	-91
60	Various	New Clubs	0	2	2
		Charter Members	4	51	68
		New Members	123	198	129
		Drops	113	161	202
		Net Growth	17	101	11
Total	Carlton Lloyd	New Clubs	5	14	7
		Charter Members	143	425	211
		New Members	874	1390	1636
		Drops	1787	1571	2535
		Net Growth	-657	348	-525

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
2	Texas	New Clubs	18	8	22	15	11
		Charter Members	610	300	640	524	356
		New Members	2952	2778	2674	2405	2242
		Drops	4128	3913	3938	3936	3043
		Net Growth	-184	-562	-343	-722	-162
3	Oklahoma	New Clubs	2	0	0	0	0
		Charter Members	55	1	1	8	0
		New Members	407	316	280	309	281
		Drops	543	395	462	460	388
		Net Growth	-46	-52	-148	-100	-78
7	Arkansas	New Clubs	3	1	0	1	0
		Charter Members	91	27	0	26	1
		New Members	288	296	274	247	225
		Drops	457	463	391	377	348
		Net Growth	-28	-105	-79	-70	-98
8	Louisiana	New Clubs	4	0	0	1	0
		Charter Members	175	10	3	27	24
		New Members	415	335	303	218	273
		Drops	576	502	453	394	361
		Net Growth	61	-125	-118	-129	-32
26	Missouri	New Clubs	0	0	2	1	1
		Charter Members	1	8	51	31	32
		New Members	671	637	694	574	459
		Drops	917	955	853	884	858
		Net Growth	-174	-222	-34	-210	-297
Total	Gregory Gilliam	New Clubs	27	9	24	18	12
		Charter Members	932	346	695	616	413
		New Members	4733	4362	4225	3753	3480
		Drops	6621	6228	6097	6051	4998
		Net Growth	-371	-1066	-722	-1231	-667

April (Only) Results

MD	GMT Area	CA 1	Apr-16	Apr-17	Apr-18	Apr-19
2	Texas	New Clubs	1	1	3	3
		Charter Members	32	32	77	66
		New Members	287	309	289	247
		Drops	277	335	349	292
		Net Growth	82	28	58	34
3	Oklahoma	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	30	37	40	40
		Drops	16	42	25	39
		Net Growth	14	-3	19	4
7	Arkansas	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	43	32	24	33
		Drops	36	34	42	20
		Net Growth	17	2	-17	14
8	Louisiana	New Clubs	0	0	1	0
		Charter Members	0	1	25	1
		New Members	31	51	23	43
		Drops	62	47	24	39
		Net Growth	-31	9	25	6
26	Missouri	New Clubs	0	0	0	1
		Charter Members	4	0	1	22
		New Members	68	71	75	47
		Drops	89	76	71	75
		Net Growth	-8	-3	10	-1
Total	Gregory Gilliam	New Clubs	1	1	4	4
		Charter Members	36	33	103	89
		New Members	459	500	451	410
		Drops	480	534	511	465
		Net Growth	74	33	95	57

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 4th Qtr	2016-2017 4th Qtr	2017-2018 4th Qtr
2	Texas	New Clubs	8	10	10
		Charter Members	235	270	273
		New Members	806	1256	1255
		Drops	1280	1233	1809
		Net Growth	-115	412	-173
3	Oklahoma	New Clubs	0	1	0
		Charter Members	0	22	2
		New Members	88	159	109
		Drops	158	141	189
		Net Growth	-68	47	-68
7	Arkansas	New Clubs	0	0	0
		Charter Members	2	1	0
		New Members	118	140	124
		Drops	139	186	199
		Net Growth	-4	-32	-63
8	Louisiana	New Clubs	1	0	2
		Charter Members	25	1	86
		New Members	99	144	101
		Drops	221	147	289
		Net Growth	-94	10	-96
26	Missouri	New Clubs	1	1	4
		Charter Members	26	48	111
		New Members	236	258	286
		Drops	308	346	408
		Net Growth	-29	-7	41
Total	Gregory Gilliam	New Clubs	10	12	16
		Charter Members	288	342	472
		New Members	1347	1957	1875
		Drops	2106	2053	2894
		Net Growth	-310	430	-359

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	22	0	36
		New Members	285	240	253	263	197
		Drops	538	366	298	329	370
		Net Growth	-167	-96	6	-29	-102
17	Kansas	New Clubs	2	1	0	1	0
		Charter Members	53	24	1	22	3
		New Members	400	333	368	318	300
		Drops	602	512	492	483	452
		Net Growth	-104	-106	-73	-112	-102
21	Arizona California	New Clubs	5	1	0	0	1
		Charter Members	136	52	8	15	25
		New Members	357	405	337	273	303
		Drops	442	491	367	446	315
		Net Growth	110	44	54	-90	66
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	102	126	88	62	67
		Drops	152	159	112	125	108
		Net Growth	-44	-28	-21	-57	-33
38	Nebraska	New Clubs	0	1	0	0	0
		Charter Members	3	25	0	1	5
		New Members	260	213	191	200	153
		Drops	291	306	227	294	267
		Net Growth	5	-45	-25	-82	-97
40	Arizona New Mexico	New Clubs	0	0	0	1	0
		Charter Members	3	0	0	24	0
		New Members	121	97	113	100	58
		Drops	226	182	143	148	145
		Net Growth	-82	-70	-4	-14	-77
15	Wyoming	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	100	74	54	51	71
		Drops	121	110	128	104	76
		Net Growth	-10	-26	-61	-49	-1
Total	William Phillipi	New Clubs	8	3	1	2	2
		Charter Members	220	102	31	62	69
		New Members	1625	1488	1404	1267	1149
		Drops	2372	2126	1767	1929	1733
		Net Growth	-292	-327	-124	-433	-346

April (Only) Results

MD	GMT Area	CA 1	Apr-16	Apr-17	Apr-18	Apr-19
6	Colorado	New Clubs	0	0	0	0
		Charter Members	0	1	0	1
		New Members	31	32	22	36
		Drops	31	24	18	35
		Net Growth	6	11	5	3
17	Kansas	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	36	28	41	32
		Drops	36	31	40	32
		Net Growth	0	-3	5	6
21	Arizona California	New Clubs	0	0	0	0
		Charter Members	0	0	1	2
		New Members	25	18	31	48
		Drops	48	16	35	37
		Net Growth	-17	6	2	19
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	5	5	7	5
		Drops	21	10	10	10
		Net Growth	-16	-5	-2	-1
38	Nebraska	New Clubs	0	0	0	0
		Charter Members	0	0	1	0
		New Members	13	21	37	14
		Drops	26	23	23	16
		Net Growth	-11	0	16	0
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	7	11	9	11
		Drops	12	9	15	15
		Net Growth	-4	5	-6	-3
15	Wyoming	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	24	5	4	4
		Drops	21	21	15	8
		Net Growth	3	-14	-10	-3
Total	William Phillipi	New Clubs	0	0	0	0
		Charter Members	0	1	2	3
		New Members	141	120	151	150
		Drops	195	134	156	153
		Net Growth	-39	0	10	21

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 4th Qtr	2016-2017 4th Qtr	2017-2018 4th Qtr
6	Colorado	New Clubs	1	0	0
		Charter Members	22	1	0
		New Members	72	110	92
		Drops	146	142	134
		Net Growth	-24	-16	-32
17	Kansas	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	104	143	201
		Drops	214	186	280
		Net Growth	-108	-36	-71
21	Arizona California	New Clubs	0	1	0
		Charter Members	0	29	2
		New Members	79	181	175
		Drops	318	247	258
		Net Growth	-216	-5	-36
28	Utah	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	26	48	33
		Drops	74	63	42
		Net Growth	-46	-10	-7
38	Nebraska	New Clubs	0	0	1
		Charter Members	0	0	21
		New Members	29	85	110
		Drops	106	69	130
		Net Growth	-72	21	7
40	Arizona New Mexico	New Clubs	0	0	0
		Charter Members	0	0	8
		New Members	19	45	60
		Drops	43	61	70
		Net Growth	-21	-9	1
15	Wyoming	New Clubs	1	0	0
		Charter Members	25	0	0
		New Members	31	29	17
		Drops	37	54	46
		Net Growth	22	-23	-28
Total	William Phillipi	New Clubs	2	1	1
		Charter Members	47	30	31
		New Members	360	641	688
		Drops	938	822	960
		Net Growth	-465	-78	-166

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
4	California	New Clubs	13	11	23	17	6
		Charter Members	441	397	815	521	214
		New Members	2228	2017	2006	1882	1723
		Drops	2415	2622	2464	3045	2376
		Net Growth	528	38	623	-315	-194
19	British Columbia Idaho Washington	New Clubs	0	0	1	2	2
		Charter Members	7	5	41	57	59
		New Members	514	529	526	523	429
		Drops	740	745	688	701	595
		Net Growth	-110	-135	-46	-61	-18
36	California Oregon	New Clubs	2	1	1	0	0
		Charter Members	57	32	28	5	6
		New Members	381	327	286	265	263
		Drops	469	489	474	430	318
		Net Growth	28	-79	-107	-107	14
37	Alberta Montana	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	176	0	0	0	0
		Drops	210	0	0	0	0
		Net Growth	-15	0	0	0	0
39	Idaho Oregon	New Clubs	1	0	2	0	0
		Charter Members	35	2	46	1	0
		New Members	145	141	118	71	71
		Drops	143	191	152	155	162
		Net Growth	52	-33	21	-72	-80
49	Alaska British Columbia Yukon Territory	New Clubs	0	1	3	0	0
		Charter Members	4	32	71	2	7
		New Members	329	280	254	249	227
		Drops	295	527	421	431	315
		Net Growth	78	-172	-45	-158	-66
50	Hawaii	New Clubs	0	1	1	0	0
		Charter Members	4	35	35	1	0
		New Members	190	193	160	105	137
		Drops	182	192	217	182	135
		Net Growth	32	55	9	-50	16
46	California Nevada	New Clubs	1	0	0	1	1
		Charter Members	24	1	30	43	22
		New Members	131	113	115	113	132
		Drops	297	199	150	269	146
		Net Growth	-124	-51	12	-98	26
37	Montana	New Clubs	0	0	2	0	0
		Charter Members	0	0	52	0	0
		New Members	0	144	77	97	143
		Drops	0	146	163	117	151
		Net Growth	0	10	-18	-13	8
Total	Howard Hudson	New Clubs	17	14	33	20	9
		Charter Members	572	504	1118	630	308
		New Members	4094	3744	3542	3305	3125
		Drops	4751	5111	4729	5330	4198
		Net Growth	469	-367	449	-874	-294

April (Only) Results

MD	GMT Area	CA 1	Apr-16	Apr-17	Apr-18	Apr-19
4	California	New Clubs	2	4	3	1
		Charter Members	52	95	73	22
		New Members	200	191	211	190
		Drops	200	172	222	150
		Net Growth	65	135	87	83
19	British Columbia Idaho Washington	New Clubs	0	0	0	0
		Charter Members	0	3	0	8
		New Members	62	82	61	65
		Drops	46	30	28	39
		Net Growth	26	64	38	41
36	California Oregon	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	32	31	26	30
		Drops	44	28	19	24
		Net Growth	-7	6	9	13
39	Idaho Oregon	New Clubs	0	0	0	0
		Charter Members	0	3	0	0
		New Members	29	19	12	6
		Drops	15	30	8	7
		Net Growth	14	-4	5	1
49	Alaska British Columbia Yukon Territory	New Clubs	0	1	0	0
		Charter Members	0	21	0	3
		New Members	60	54	22	23
		Drops	18	50	22	10
		Net Growth	53	28	5	16
50	Hawaii	New Clubs	0	0	0	0
		Charter Members	5	0	0	0
		New Members	18	14	13	19
		Drops	12	7	8	5
		Net Growth	12	8	8	15
46	California Nevada	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	12	6	17	9
		Drops	17	8	8	14
		Net Growth	-2	-1	9	-4
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	11	8	4	26
		Drops	14	26	6	15
		Net Growth	-1	-16	-2	13
Total	Howard Hudson	New Clubs	2	5	3	1
		Charter Members	58	122	73	33
		New Members	424	405	366	368
		Drops	366	351	321	264
		Net Growth	160	220	159	178

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 4th Qtr	2016-2017 4th Qtr	2017-2018 4th Qtr
4	California	New Clubs Charter Members New Members Drops Net Growth	8 190 580 1217 -394	17 452 754 1094 197	8 239 871 1787 -585
19	British Columbia Idaho Washington	New Clubs Charter Members New Members Drops Net Growth	0 2 178 272 -55	1 31 259 262 66	2 60 259 392 -34
36	California Oregon	New Clubs Charter Members New Members Drops Net Growth	0 1 87 187 -88	0 0 141 138 11	0 3 152 338 -167
39	Idaho Oregon	New Clubs Charter Members New Members Drops Net Growth	0 0 49 47 2	0 9 53 93 -23	0 1 52 61 -4
49	Alaska British Columbia Yukon Territory	New Clubs Charter Members New Members Drops Net Growth	0 1 141 104 57	2 44 125 188 -8	0 0 123 137 -4
50	Hawaii	New Clubs Charter Members New Members Drops Net Growth	0 17 37 76 -21	0 0 68 83 -13	0 1 58 158 -89
46	California Nevada	New Clubs Charter Members New Members Drops Net Growth	2 46 40 134 -34	3 69 84 77 81	0 1 56 124 -59
37	Montana	New Clubs Charter Members New Members Drops Net Growth	0 0 31 38 -3	0 0 41 101 -57	0 0 35 68 -29
Total	Howard Hudson	New Clubs Charter Members New Members Drops Net Growth	10 257 1143 2075 -536	23 605 1525 2036 254	10 305 1606 3065 -971

