

MD ANALYSIS

CA 1 May Analysis

GAT Constitutional Area 1 Leader: JEROME THOMPSON

July 2018 to May 2019 (11 months) Results

CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
New Clubs	110	86	145	106	67
Charter Members	3535	2847	4425	3396	2197
New Members	27837	26606	25652	23303	22681
Drops	37527	36683	35567	37922	31840
Net Growth	-2694	-4070	-2351	-8014	-3906

May (Only Results)

CA 1	May-16	May-17	May-18	May-19
New Clubs	17	25	11	10
Charter Members	414	676	333	308
New Members	2334	2276	2140	1876
Drops	3185	3193	3950	3173
Net Growth	-209	-7	-1194	-789

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	1	3	3
		Charter Members	116	8	27	86	82
		New Members	440	360	369	341	387
		Drops	516	586	526	495	431
		Net Growth	63	-144	-87	-19	114
20	Bermuda New York	New Clubs	6	11	7	6	3
		Charter Members	170	323	182	177	137
		New Members	1137	1108	1130	982	1086
		Drops	1378	1435	1422	1550	1356
		Net Growth	61	146	11	-290	23
22	Delaware District Of Columbia Maryland	New Clubs	2	1	3	1	0
		Charter Members	54	26	111	51	1
		New Members	436	468	499	459	443
		Drops	717	621	578	743	539
		Net Growth	-164	-69	81	-173	-38
23	Connecticut	New Clubs	0	3	2	5	0
		Charter Members	5	87	72	100	14
		New Members	373	362	351	328	318
		Drops	523	509	477	529	494
		Net Growth	-104	-33	-20	-68	-137
33	Massachusetts	New Clubs	0	0	3	0	0
		Charter Members	5	10	93	4	6
		New Members	605	559	541	521	483
		Drops	747	728	670	718	677
		Net Growth	-96	-108	33	-132	-141
44	New Hampshire	New Clubs	1	2	2	2	1
		Charter Members	30	85	43	55	28
		New Members	225	192	198	177	160
		Drops	290	247	262	224	149
		Net Growth	-11	45	-5	17	56
42	Rhode Island	New Clubs	0	0	1	0	0
		Charter Members	0	3	22	0	1
		New Members	63	78	78	70	72
		Drops	152	112	75	92	57
		Net Growth	-83	-12	28	-16	19
45	New York Vermont	New Clubs	0	1	0	0	0
		Charter Members	2	21	0	0	0
		New Members	92	74	85	76	76
		Drops	102	128	143	96	98
		Net Growth	-5	-29	-48	-7	-8
41	Maine	New Clubs	0	0	0	0	0
		Charter Members	2	4	0	0	3
		New Members	147	125	163	139	134
		Drops	187	155	175	167	154
		Net Growth	-20	-13	2	-19	0
Total Mahesh Chitnis		New Clubs	13	18	19	17	7
		Charter Members	384	567	550	473	272
		New Members	3518	3326	3414	3093	3159
		Drops	4612	4521	4328	4614	3955
		Net Growth	-359	-217	-5	-707	-112

May (Only) Results

MD	GMT Area	CA 1	May-16	May-17	May-18	May-19
16	New Jersey	New Clubs	0	1	0	1
		Charter Members	0	24	0	26
		New Members	31	27	33	29
		Drops	40	48	42	72
		Net Growth	-8	3	-8	-15
20	Bermuda New York	New Clubs	2	0	0	0
		Charter Members	42	0	3	3
		New Members	71	72	65	90
		Drops	88	95	149	121
		Net Growth	33	-18	-73	-16
22	Delaware District Of Columbia Maryland	New Clubs	1	1	0	0
		Charter Members	20	21	0	0
		New Members	41	35	48	36
		Drops	47	47	51	50
		Net Growth	15	11	0	-10
23	Connecticut	New Clubs	1	0	0	0
		Charter Members	23	0	7	0
		New Members	29	38	21	30
		Drops	28	32	57	31
		Net Growth	26	7	-27	6
33	Massachusetts	New Clubs	0	1	0	0
		Charter Members	1	22	0	1
		New Members	49	66	51	50
		Drops	65	31	70	89
		Net Growth	-9	59	-17	-33
44	New Hampshire	New Clubs	0	1	0	0
		Charter Members	4	20	0	0
		New Members	13	5	16	18
		Drops	8	42	17	18
		Net Growth	10	-17	-1	2
42	Rhode Island	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	8	11	6	8
		Drops	14	2	19	8
		Net Growth	-2	9	-12	0
45	New York Vermont	New Clubs	1	0	0	0
		Charter Members	20	0	0	0
		New Members	7	4	4	11
		Drops	15	2	3	27
		Net Growth	13	2	1	-15
41	Maine	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	12	22	20	9
		Drops	15	18	17	13
		Net Growth	-1	4	3	-4
Total	Mahesh Chitnis	New Clubs	5	4	0	1
		Charter Members	110	87	10	30
		New Members	261	280	264	281
		Drops	320	317	425	429
		Net Growth	77	60	-134	-85

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	41	27	67	37	38
		New Members	871	844	821	663	645
		Drops	1228	1142	1222	1175	1007
		Net Growth	-221	-154	-266	-381	-247
14	Pennsylvania	New Clubs	2	3	5	9	3
		Charter Members	68	121	145	271	77
		New Members	1220	1178	1130	1197	1085
		Drops	1990	1844	1715	1934	1709
		Net Growth	-550	-418	-327	-317	-404
24	Virginia	New Clubs	0	2	1	3	3
		Charter Members	4	48	30	156	90
		New Members	544	566	515	506	442
		Drops	725	747	786	762	666
		Net Growth	-110	-67	-152	-30	-86
29	West Virginia	New Clubs	0	0	1	1	1
		Charter Members	3	1	25	21	22
		New Members	347	324	287	224	276
		Drops	464	404	450	413	332
		Net Growth	-79	-59	-105	-138	-7
Total	Cindy Gregg	New Clubs	3	6	9	14	8
		Charter Members	116	197	267	485	227
		New Members	2982	2912	2753	2590	2448
		Drops	4407	4137	4173	4284	3714
		Net Growth	-960	-698	-850	-866	-744

May (Only) Results

MD	GMT Area	CA 1	May-16	May-17	May-18	May-19
13	Ohio	New Clubs	0	0	0	0
		Charter Members	0	0	0	5
		New Members	74	85	71	56
		Drops	103	139	133	137
		Net Growth	-26	-47	-45	-71
14	Pennsylvania	New Clubs	0	1	0	1
		Charter Members	0	20	0	26
		New Members	96	82	108	76
		Drops	171	141	211	150
		Net Growth	-63	-34	-90	-42
24	Virginia	New Clubs	0	0	1	0
		Charter Members	3	0	29	0
		New Members	31	57	45	37
		Drops	45	74	67	61
		Net Growth	-10	-14	10	-22
29	West Virginia	New Clubs	0	1	0	0
		Charter Members	0	23	0	0
		New Members	33	28	29	41
		Drops	31	27	49	33
		Net Growth	2	25	-17	8
Total	Cindy Gregg	New Clubs	0	2	1	1
		Charter Members	3	43	29	31
		New Members	234	252	253	210
		Drops	350	381	460	381
		Net Growth	-97	-70	-142	-127

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	4	5	4	1
		Charter Members	67	141	146	125	45
		New Members	1091	1106	974	877	976
		Drops	1449	1276	1413	1551	1298
		Net Growth	-144	89	-151	-447	-146
11	Michigan	New Clubs	0	4	3	2	3
		Charter Members	9	116	118	107	81
		New Members	817	743	813	796	795
		Drops	1173	1104	1167	1187	1028
		Net Growth	-232	-148	-137	-159	-47
25	Indiana	New Clubs	0	2	2	0	0
		Charter Members	5	78	69	11	6
		New Members	757	728	698	652	684
		Drops	1059	1015	1034	1079	848
		Net Growth	-198	-111	-211	-334	-80
43	Kentucky	New Clubs	1	0	4	0	1
		Charter Members	35	9	100	3	21
		New Members	561	397	360	290	299
		Drops	699	644	625	634	595
		Net Growth	-50	-198	-107	-276	-247
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	3	0
		New Members	103	115	94	103	88
		Drops	119	150	153	131	128
		Net Growth	2	-28	-51	-19	-10
Total	Steve Anton	New Clubs	3	10	14	6	5
		Charter Members	116	344	433	249	153
		New Members	3329	3089	2939	2718	2842
		Drops	4499	4189	4392	4582	3897
		Net Growth	-622	-396	-657	-1235	-530

May (Only) Results

MD	GMT Area	CA 1	May-16	May-17	May-18	May-19
1	Illinois	New Clubs	1	1	1	0
		Charter Members	25	33	24	4
		New Members	89	102	73	70
		Drops	127	156	184	144
		Net Growth	-9	-16	-81	-65
11	Michigan	New Clubs	0	0	0	0
		Charter Members	0	4	2	7
		New Members	80	56	70	49
		Drops	85	98	127	145
		Net Growth	0	-26	-29	-57
25	Indiana	New Clubs	0	0	0	0
		Charter Members	9	1	8	0
		New Members	52	60	71	76
		Drops	86	112	163	94
		Net Growth	-21	-46	-82	-16
43	Kentucky	New Clubs	0	1	0	0
		Charter Members	0	23	0	0
		New Members	33	36	39	24
		Drops	64	72	47	57
		Net Growth	-28	-13	-3	-29
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	13	15	9	9
		Drops	21	8	11	15
		Net Growth	-8	8	-2	-6
Total	Steve Anton	New Clubs	1	2	1	0
		Charter Members	34	61	34	11
		New Members	267	269	262	228
		Drops	383	446	532	455
		Net Growth	-66	-93	-197	-173

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	3	1	1	0	0
		Charter Members	90	29	27	0	3
		New Members	420	345	375	325	246
		Drops	546	509	488	521	425
		Net Growth	29	-107	-54	-145	-144
5M	Minnesota	New Clubs	2	6	5	4	1
		Charter Members	76	170	130	102	44
		New Members	1286	1308	1129	1176	1064
		Drops	1442	1480	1331	1489	1410
		Net Growth	33	115	44	-73	-152
9	Iowa	New Clubs	1	1	2	1	1
		Charter Members	29	34	64	28	38
		New Members	565	543	649	478	458
		Drops	852	841	812	806	752
		Net Growth	-213	-210	-47	-221	-184
27	Wisconsin	New Clubs	3	2	1	3	2
		Charter Members	168	44	23	74	50
		New Members	1262	1410	1271	1095	1122
		Drops	1620	1570	1512	1603	1374
		Net Growth	-16	31	-97	-304	-83
Total		New Clubs	9	10	9	8	4
		Charter Members	363	277	244	204	135
		New Members	3533	3606	3424	3074	2890
		Drops	4460	4400	4143	4419	3961
		Net Growth	-167	-171	-154	-743	-563

May (Only) Results

MD	GMT Area	CA 1	May-16	May-17	May-18	May-19
5	North Dakota South Dakota	New Clubs	1	0	0	0
		Charter Members	24	0	0	0
		New Members	26	28	23	23
		Drops	25	45	54	38
		Net Growth	29	-15	-28	-9
5M	Minnesota	New Clubs	1	0	1	0
		Charter Members	21	1	25	0
		New Members	125	79	119	97
		Drops	78	106	161	119
		Net Growth	80	-16	-5	-18
9	Iowa	New Clubs	0	0	1	0
		Charter Members	3	1	23	0
		New Members	50	50	39	28
		Drops	108	87	82	70
		Net Growth	-53	-34	-18	-39
27	Wisconsin	New Clubs	0	0	0	0
		Charter Members	0	1	4	1
		New Members	150	119	78	93
		Drops	161	129	204	162
		Net Growth	23	-1	-115	-62
Total		New Clubs	2	0	2	0
		Charter Members	48	3	52	1
		New Members	351	276	259	241
		Drops	372	367	501	389
		Net Growth	79	-66	-166	-128

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	1	0	4	3	1
		Charter Members	29	6	110	142	29
		New Members	536	537	513	485	466
		Drops	806	801	701	740	640
		Net Growth	-192	-220	-29	-40	-106
18	Georgia	New Clubs	3	0	0	1	1
		Charter Members	96	7	5	30	29
		New Members	477	447	422	313	328
		Drops	761	692	696	592	536
		Net Growth	-140	-168	-222	-209	-145
30	Mississippi	New Clubs	0	1	2	1	0
		Charter Members	2	30	60	29	10
		New Members	270	238	184	229	146
		Drops	339	321	330	372	224
		Net Growth	-49	-25	-52	-85	-36
31	North Carolina	New Clubs	1	0	6	1	2
		Charter Members	36	5	177	31	51
		New Members	516	471	499	383	379
		Drops	899	806	756	858	644
		Net Growth	-266	-281	7	-382	-148
32	South Carolina	New Clubs	1	0	4	0	2
		Charter Members	31	7	114	1	69
		New Members	347	320	297	289	243
		Drops	490	425	451	435	386
		Net Growth	-63	-63	4	-101	-43
34	Alabama	New Clubs	5	4	0	1	2
		Charter Members	143	131	12	44	51
		New Members	324	272	237	230	274
		Drops	433	428	491	408	318
		Net Growth	69	5	-216	-102	21
35	Aruba Bahamas Florida	New Clubs	5	2	6	4	4
		Charter Members	135	93	231	110	139
		New Members	698	650	591	540	565
		Drops	968	931	970	1080	748
		Net Growth	47	-9	29	-273	105
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	1	3
		Charter Members	0	0	0	38	76
		New Members	0	0	0	124	337
		Drops	0	0	0	454	442
		Net Growth	0	0	0	-278	9
60	Various	New Clubs	0	1	1	2	2
		Charter Members	0	40	23	70	61
		New Members	0	234	301	124	187
		Drops	0	200	271	301	318
		Net Growth	0	105	76	-86	-11
Total	Carlton Lloyd	New Clubs	16	8	23	14	17
		Charter Members	472	319	732	495	515
		New Members	3168	3169	3044	2717	2925
		Drops	4696	4604	4666	5240	4256
		Net Growth	-594	-656	-403	-1556	-354

May (Only) Results

MD	GMT Area	CA 1	May-16	May-17	May-18	May-19
12	Tennessee	New Clubs	0	1	0	1
		Charter Members	0	25	1	25
		New Members	41	43	60	45
		Drops	52	42	78	43
		Net Growth	-8	28	-14	27
18	Georgia	New Clubs	0	0	0	1
		Charter Members	0	0	1	24
		New Members	35	45	46	21
		Drops	60	38	42	42
		Net Growth	-23	11	9	4
30	Mississippi	New Clubs	0	1	0	0
		Charter Members	0	24	0	0
		New Members	23	18	16	9
		Drops	11	27	28	25
		Net Growth	12	16	-12	-16
31	North Carolina	New Clubs	0	1	0	1
		Charter Members	1	27	0	25
		New Members	44	48	23	32
		Drops	77	85	83	78
		Net Growth	-26	-7	-52	-20
32	South Carolina	New Clubs	0	0	0	0
		Charter Members	0	1	1	0
		New Members	27	26	31	30
		Drops	41	45	42	39
		Net Growth	-13	-17	-5	-2
34	Alabama	New Clubs	0	0	0	1
		Charter Members	0	0	1	30
		New Members	30	23	24	26
		Drops	38	33	51	17
		Net Growth	-7	-6	-23	42
35	Aruba Bahamas Florida	New Clubs	1	1	0	0
		Charter Members	27	48	2	2
		New Members	52	47	52	45
		Drops	80	90	112	69
		Net Growth	9	16	-53	-14
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	1
		Charter Members	0	0	10	24
		New Members	0	0	49	37
		Drops	0	0	100	34
		Net Growth	0	0	-38	31
60	Various	New Clubs	0	0	0	0
		Charter Members	0	2	10	0
		New Members	59	42	15	8
		Drops	34	50	23	44
		Net Growth	26	6	2	-32
Total	Carlton Lloyd	New Clubs	1	4	0	5
		Charter Members	28	127	26	130
		New Members	311	292	316	253
		Drops	393	410	559	391
		Net Growth	-30	47	-186	20

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	25	12	26	18	12
		Charter Members	776	389	750	598	399
		New Members	3199	3052	2955	2636	2486
		Drops	4400	4323	4265	4349	3339
		Net Growth	-5	-586	-233	-807	-151
3	Oklahoma	New Clubs	2	0	1	0	0
		Charter Members	55	1	23	8	0
		New Members	433	351	317	336	298
		Drops	576	445	502	522	421
		Net Growth	-53	-66	-125	-132	-94
7	Arkansas	New Clubs	5	1	0	1	0
		Charter Members	132	27	0	26	1
		New Members	306	334	308	269	248
		Drops	502	501	442	402	378
		Net Growth	-11	-102	-92	-68	-104
8	Louisiana	New Clubs	4	1	0	1	0
		Charter Members	183	34	3	27	24
		New Members	455	362	324	241	303
		Drops	617	568	495	474	402
		Net Growth	78	-138	-136	-186	-43
26	Missouri	New Clubs	0	1	3	1	1
		Charter Members	4	29	88	31	33
		New Members	728	723	749	618	497
		Drops	1008	1035	968	963	905
		Net Growth	-201	-195	-48	-241	-300
Total	Gregory Gilliam	New Clubs	36	15	30	21	13
		Charter Members	1150	480	864	690	457
		New Members	5121	4822	4653	4100	3832
		Drops	7103	6872	6672	6710	5445
		Net Growth	-192	-1087	-634	-1434	-692

May (Only) Results

MD	GMT Area	CA 1	May-16	May-17	May-18	May-19
2	Texas	New Clubs	4	4	3	1
		Charter Members	89	110	74	43
		New Members	274	281	231	244
		Drops	410	327	413	296
		Net Growth	-24	110	-85	11
3	Oklahoma	New Clubs	0	1	0	0
		Charter Members	0	22	0	0
		New Members	35	37	27	17
		Drops	50	40	62	33
		Net Growth	-14	23	-32	-16
7	Arkansas	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	38	34	22	23
		Drops	38	51	25	30
		Net Growth	3	-13	2	-6
8	Louisiana	New Clubs	1	0	0	0
		Charter Members	24	0	0	0
		New Members	27	21	23	30
		Drops	66	42	80	41
		Net Growth	-13	-18	-57	-11
26	Missouri	New Clubs	1	1	0	0
		Charter Members	21	37	0	1
		New Members	86	55	44	38
		Drops	80	115	79	47
		Net Growth	27	-14	-31	-3
Total	Gregory Gilliam	New Clubs	6	6	3	1
		Charter Members	134	169	74	44
		New Members	460	428	347	352
		Drops	644	575	659	447
		Net Growth	-21	88	-203	-25

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	303	263	285	275	205
		Drops	569	423	324	369	403
		Net Growth	-177	-109	16	-56	-127
17	Kansas	New Clubs	2	1	0	1	0
		Charter Members	57	24	1	22	3
		New Members	439	367	403	356	327
		Drops	667	593	533	531	516
		Net Growth	-125	-152	-76	-121	-136
21	Arizona California	New Clubs	6	1	0	0	1
		Charter Members	176	52	11	16	27
		New Members	379	428	361	317	325
		Drops	478	581	434	529	409
		Net Growth	139	-17	21	-97	9
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	1
		New Members	115	132	102	73	69
		Drops	167	175	140	132	125
		Net Growth	-45	-37	-35	-53	-47
38	Nebraska	New Clubs	0	1	0	1	0
		Charter Members	3	25	0	21	5
		New Members	280	224	216	221	169
		Drops	318	343	241	307	293
		Net Growth	-1	-69	-13	-53	-107
40	Arizona New Mexico	New Clubs	0	0	0	1	0
		Charter Members	3	0	0	24	0
		New Members	125	100	128	107	72
		Drops	253	188	176	164	158
		Net Growth	-105	-72	-20	-23	-76
15	Wyoming	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	102	78	60	57	78
		Drops	141	117	132	111	92
		Net Growth	-26	-27	-59	-50	-9
Total	William Phillipi	New Clubs	9	3	1	3	2
		Charter Members	264	102	34	83	72
		New Members	1743	1592	1555	1406	1245
		Drops	2593	2420	1980	2143	1996
		Net Growth	-340	-483	-166	-453	-493

May (Only) Results

MD	GMT Area	CA 1	May-16	May-17	May-18	May-19
6	Colorado	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	23	32	12	8
		Drops	57	26	40	33
		Net Growth	-13	10	-27	-25
17	Kansas	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	34	35	38	27
		Drops	81	41	48	64
		Net Growth	-46	-3	-9	-34
21	Arizona California	New Clubs	0	0	0	0
		Charter Members	0	3	1	2
		New Members	23	24	44	22
		Drops	90	67	83	94
		Net Growth	-61	-33	-7	-57
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	6	14	11	2
		Drops	16	28	7	17
		Net Growth	-9	-14	4	-14
38	Nebraska	New Clubs	0	0	1	0
		Charter Members	0	0	20	0
		New Members	11	25	21	16
		Drops	37	14	13	26
		Net Growth	-24	12	29	-10
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	3	15	7	14
		Drops	6	33	16	13
		Net Growth	-2	-16	-9	1
15	Wyoming	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	4	6	6	7
		Drops	7	4	7	16
		Net Growth	-1	2	-1	-8
Total	William Phillipi	New Clubs	0	0	1	0
		Charter Members	0	3	21	3
		New Members	104	151	139	96
		Drops	294	213	214	263
		Net Growth	-156	-42	-20	-147

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	16	13	28	19	7
		Charter Members	515	439	950	578	250
		New Members	2356	2194	2166	2032	1816
		Drops	2615	2847	2738	3381	2631
		Net Growth	542	41	673	-413	-309
19	British Columbia Idaho Washington	New Clubs	0	0	2	3	2
		Charter Members	7	7	68	84	60
		New Members	549	576	579	575	463
		Drops	770	816	746	810	654
		Net Growth	-100	-149	-20	-72	-38
36	California Oregon	New Clubs	2	1	1	0	0
		Charter Members	57	32	28	8	6
		New Members	420	345	307	298	289
		Drops	505	521	506	485	342
		Net Growth	33	-91	-116	-122	19
37	Alberta Montana	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	200	0	0	0	0
		Drops	259	0	0	0	0
		Net Growth	-39	0	0	0	0
39	Idaho Oregon	New Clubs	1	0	2	0	0
		Charter Members	36	2	46	1	0
		New Members	161	153	129	83	76
		Drops	157	211	172	176	187
		Net Growth	56	-41	12	-80	-100
49	Alaska British Columbia Yukon Territory	New Clubs	1	1	3	0	0
		Charter Members	25	33	72	2	7
		New Members	387	339	287	283	246
		Drops	316	552	466	458	323
		Net Growth	140	-129	-53	-146	-55
50	Hawaii	New Clubs	0	1	1	0	1
		Charter Members	4	46	35	1	20
		New Members	217	199	173	108	147
		Drops	189	200	241	199	153
		Net Growth	53	64	-1	-62	29
46	California Nevada	New Clubs	1	0	1	1	1
		Charter Members	26	2	50	43	23
		New Members	153	125	137	127	151
		Drops	346	241	169	286	163
		Net Growth	-145	-76	37	-99	31
37	Montana	New Clubs	0	0	2	0	0
		Charter Members	0	0	52	0	0
		New Members	0	159	92	99	152
		Drops	0	152	175	135	163
		Net Growth	0	19	-14	-26	5
Total	Howard Hudson	New Clubs	21	16	40	23	11
		Charter Members	670	561	1301	717	366
		New Members	4443	4090	3870	3605	3340
		Drops	5157	5540	5213	5930	4616
		Net Growth	540	-362	518	-1020	-418

May (Only) Results

MD	GMT Area	CA 1	May-16	May-17	May-18	May-19
4	California	New Clubs	2	5	2	1
		Charter Members	42	135	57	36
		New Members	177	160	150	93
		Drops	225	274	336	255
		Net Growth	3	50	-98	-115
19	British Columbia Idaho Washington	New Clubs	0	1	1	0
		Charter Members	2	27	27	1
		New Members	47	53	52	34
		Drops	71	58	109	59
		Net Growth	-14	26	-11	-20
36	California Oregon	New Clubs	0	0	0	0
		Charter Members	0	0	3	0
		New Members	18	21	33	26
		Drops	32	32	55	24
		Net Growth	-12	-9	-15	5
39	Idaho Oregon	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	12	11	12	5
		Drops	20	20	21	25
		Net Growth	-8	-9	-8	-20
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	0	0
		Charter Members	1	1	0	0
		New Members	59	33	34	19
		Drops	25	45	27	8
		Net Growth	43	-8	12	11
50	Hawaii	New Clubs	0	0	0	1
		Charter Members	11	0	0	20
		New Members	6	13	3	10
		Drops	8	24	17	18
		Net Growth	9	-10	-12	13
46	California Nevada	New Clubs	0	1	0	0
		Charter Members	1	20	0	1
		New Members	12	22	14	19
		Drops	42	19	17	17
		Net Growth	-25	25	-1	5
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	15	15	2	9
		Drops	6	12	18	12
		Net Growth	9	4	-13	-3
Total	Howard Hudson	New Clubs	2	7	3	2
		Charter Members	57	183	87	58
		New Members	346	328	300	215
		Drops	429	484	600	418
		Net Growth	5	69	-146	-124

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

