

# MD ANALYSIS

## CA 1 June Analysis

GAT Constitutional Area 1 Leader: JEROME THOMPSON

### July 2018 to June 2019 (12 months) Results

CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
<b>New Clubs</b>	149	108	185	143	89
<b>Charter Members</b>	4588	3456	5611	4440	2841
<b>New Members</b>	30333	29079	31239	29917	25303
<b>Drops</b>	44963	43785	42409	49268	41015
<b>Net Growth</b>	-6182	-7686	-1939	-11137	-9358

### June (Only Results)

CA 1	Jun-16	Jun-17	Jun-18	Jun-19
<b>New Clubs</b>	22	40	37	22
<b>Charter Members</b>	609	1186	1044	644
<b>New Members</b>	2473	5587	6614	2622
<b>Drops</b>	7102	6842	11346	9175
<b>Net Growth</b>	-3616	412	-3123	-5452

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

CA 1	2015-2016 4th Qtr	2016-2017 4th Qtr	2017-2018 4th Qtr
<b>New Clubs</b>	45	82	64
<b>Charter Members</b>	1226	2303	1824
<b>New Members</b>	7397	10412	11296
<b>Drops</b>	12870	12638	18103
<b>Net Growth</b>	-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	6	0	2	3	4
		Charter Members	160	8	48	86	102
		New Members	494	386	417	402	427
		Drops	653	683	633	652	610
		Net Growth	26	-210	-119	-111	-2
20	Bermuda New York	New Clubs	7	14	11	8	3
		Charter Members	206	396	360	223	138
		New Members	1239	1258	1393	1321	1227
		Drops	1825	1753	1789	2188	1736
		Net Growth	-242	63	99	-517	-195
22	Delaware District Of Columbia Maryland	New Clubs	3	1	3	1	1
		Charter Members	88	31	115	51	27
		New Members	480	519	622	598	514
		Drops	880	748	702	946	695
		Net Growth	-238	-135	94	-235	-87
23	Connecticut	New Clubs	0	3	2	7	0
		Charter Members	5	87	73	165	16
		New Members	396	388	439	503	364
		Drops	583	572	523	657	676
		Net Growth	-135	-42	26	59	-269
33	Massachusetts	New Clubs	2	0	4	1	1
		Charter Members	49	11	115	28	28
		New Members	645	613	643	623	535
		Drops	835	866	728	918	896
		Net Growth	-94	-183	116	-194	-278
44	New Hampshire	New Clubs	1	2	3	2	1
		Charter Members	30	85	67	55	29
		New Members	240	213	263	248	176
		Drops	338	309	303	339	221
		Net Growth	-44	7	45	-17	3
42	Rhode Island	New Clubs	0	0	1	1	0
		Charter Members	0	3	22	20	1
		New Members	75	106	103	94	79
		Drops	173	164	120	135	85
		Net Growth	-92	-32	13	-14	-2
45	New York Vermont	New Clubs	0	1	0	0	0
		Charter Members	3	21	0	0	0
		New Members	97	79	104	97	94
		Drops	109	146	181	146	153
		Net Growth	-6	-42	-64	-34	-42
41	Maine	New Clubs	0	0	0	1	1
		Charter Members	3	4	0	21	23
		New Members	165	136	190	176	154
		Drops	247	192	209	224	218
		Net Growth	-47	-37	-3	-16	-23
Total	Mahesh Chitnis	New Clubs	19	21	26	24	11
		Charter Members	544	646	800	649	364
		New Members	3831	3698	4174	4062	3570
		Drops	5643	5433	5188	6205	5290
		Net Growth	-872	-611	207	-1079	-895

### June (Only) Results

MD	GMT Area	CA 1	Jun-16	Jun-17	Jun-18	Jun-19
16	New Jersey	New Clubs	0	1	0	1
		Charter Members	0	21	0	20
		New Members	26	48	61	40
		Drops	97	107	157	179
		Net Growth	-66	-32	-92	-116
20	Bermuda New York	New Clubs	3	4	2	0
		Charter Members	73	178	46	1
		New Members	150	263	339	141
		Drops	318	367	638	380
		Net Growth	-83	88	-227	-218
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0	1
		Charter Members	5	4	0	26
		New Members	51	123	139	71
		Drops	127	124	203	156
		Net Growth	-66	13	-62	-49
23	Connecticut	New Clubs	0	0	2	0
		Charter Members	0	1	65	2
		New Members	26	88	175	46
		Drops	63	46	128	182
		Net Growth	-9	46	127	-132
33	Massachusetts	New Clubs	0	1	1	1
		Charter Members	1	22	24	22
		New Members	54	102	102	52
		Drops	138	58	200	219
		Net Growth	-75	83	-62	-137
44	New Hampshire	New Clubs	0	1	0	0
		Charter Members	0	24	0	1
		New Members	21	65	71	16
		Drops	62	41	115	72
		Net Growth	-38	50	-34	-53
42	Rhode Island	New Clubs	0	0	1	0
		Charter Members	0	0	20	0
		New Members	28	25	24	7
		Drops	52	45	43	28
		Net Growth	-20	-15	2	-21
45	New York Vermont	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	5	19	21	18
		Drops	18	38	50	55
		Net Growth	-13	-16	-27	-34
41	Maine	New Clubs	0	0	1	1
		Charter Members	0	0	21	20
		New Members	11	27	37	20
		Drops	37	34	57	64
		Net Growth	-24	-5	3	-23
Total	Mahesh Chitnis	New Clubs	3	7	7	4
		Charter Members	79	250	176	92
		New Members	372	760	969	411
		Drops	912	860	1591	1335
		Net Growth	-394	212	-372	-783

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2015-2016 4th Qtr</b>	<b>2016-2017 4th Qtr</b>	<b>2017-2018 4th Qtr</b>
<b>16</b>	<b>New Jersey</b>	<b>New Clubs</b>	0	2	1
		<b>Charter Members</b>	0	45	34
		<b>New Members</b>	98	117	141
		<b>Drops</b>	180	187	232
		<b>Net Growth</b>	-72	-15	-49
<b>20</b>	<b>Bermuda New York</b>	<b>New Clubs</b>	5	5	2
		<b>Charter Members</b>	122	205	53
		<b>New Members</b>	345	428	496
		<b>Drops</b>	504	577	955
		<b>Net Growth</b>	-6	89	-364
<b>22</b>	<b>Delaware District Of Columbia Maryland</b>	<b>New Clubs</b>	1	1	0
		<b>Charter Members</b>	26	27	4
		<b>New Members</b>	139	198	234
		<b>Drops</b>	215	206	301
		<b>Net Growth</b>	-41	32	-54
<b>23</b>	<b>Connecticut</b>	<b>New Clubs</b>	2	0	4
		<b>Charter Members</b>	45	1	114
		<b>New Members</b>	102	172	255
		<b>Drops</b>	157	113	223
		<b>Net Growth</b>	20	67	164
<b>33</b>	<b>Massachusetts</b>	<b>New Clubs</b>	0	3	1
		<b>Charter Members</b>	2	75	24
		<b>New Members</b>	144	218	220
		<b>Drops</b>	251	138	341
		<b>Net Growth</b>	-86	178	-79
<b>44</b>	<b>New Hampshire</b>	<b>New Clubs</b>	0	2	0
		<b>Charter Members</b>	7	44	1
		<b>New Members</b>	48	101	101
		<b>Drops</b>	79	93	148
		<b>Net Growth</b>	-18	54	-36
<b>42</b>	<b>Rhode Island</b>	<b>New Clubs</b>	0	1	1
		<b>Charter Members</b>	0	21	20
		<b>New Members</b>	39	46	39
		<b>Drops</b>	70	68	74
		<b>Net Growth</b>	-20	4	-11
<b>45</b>	<b>New York Vermont</b>	<b>New Clubs</b>	1	0	0
		<b>Charter Members</b>	20	0	0
		<b>New Members</b>	21	40	40
		<b>Drops</b>	45	53	56
		<b>Net Growth</b>	-3	-10	-14
<b>41</b>	<b>Maine</b>	<b>New Clubs</b>	0	0	1
		<b>Charter Members</b>	0	0	21
		<b>New Members</b>	30	61	70
		<b>Drops</b>	59	58	90
		<b>Net Growth</b>	-25	5	3
<b>Total</b>	<b>Mahesh Chitnis</b>	<b>New Clubs</b>	9	14	10
		<b>Charter Members</b>	222	418	271
		<b>New Members</b>	966	1381	1596
		<b>Drops</b>	1560	1493	2420
		<b>Net Growth</b>	-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	3	1	1
		Charter Members	44	28	90	37	38
		New Members	947	917	964	836	731
		Drops	1357	1300	1393	1462	1181
		Net Growth	-259	-231	-266	-477	-330
14	Pennsylvania	New Clubs	3	3	8	15	6
		Charter Members	91	122	234	404	151
		New Members	1321	1286	1413	1536	1220
		Drops	2411	2129	2044	2553	2201
		Net Growth	-818	-578	-271	-432	-664
24	Virginia	New Clubs	0	2	3	4	3
		Charter Members	5	48	72	186	90
		New Members	595	614	585	612	496
		Drops	868	933	950	941	880
		Net Growth	-199	-161	-181	-53	-240
29	West Virginia	New Clubs	0	0	2	2	1
		Charter Members	3	1	64	43	23
		New Members	392	350	369	294	308
		Drops	525	474	543	535	417
		Net Growth	-91	-100	-76	-163	-55
Total	Cindy Gregg	New Clubs	4	6	16	22	11
		Charter Members	143	199	460	670	302
		New Members	3255	3167	3331	3278	2755
		Drops	5161	4836	4930	5491	4679
		Net Growth	-1367	-1070	-794	-1125	-1289

### June (Only) Results

MD	GMT Area	CA 1	Jun-16	Jun-17	Jun-18	Jun-19
13	Ohio	New Clubs	0	1	0	0
		Charter Members	1	23	0	0
		New Members	73	143	173	86
		Drops	158	171	287	174
		Net Growth	-77	0	-96	-83
14	Pennsylvania	New Clubs	0	3	6	3
		Charter Members	1	89	133	74
		New Members	108	283	339	135
		Drops	285	329	619	492
		Net Growth	-160	56	-115	-260
24	Virginia	New Clubs	0	2	1	0
		Charter Members	0	42	30	0
		New Members	48	70	106	54
		Drops	186	164	179	214
		Net Growth	-94	-29	-23	-154
29	West Virginia	New Clubs	0	1	1	0
		Charter Members	0	39	22	1
		New Members	26	82	70	32
		Drops	70	93	122	85
		Net Growth	-41	29	-25	-48
Total	Cindy Gregg	New Clubs	0	7	8	3
		Charter Members	2	193	185	75
		New Members	255	578	688	307
		Drops	699	757	1207	965
		Net Growth	-372	56	-259	-545

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2015-2016 4th Qtr</b>	<b>2016-2017 4th Qtr</b>	<b>2017-2018 4th Qtr</b>
<b>13</b>	<b>Ohio</b>	<b>New Clubs</b>	0	1	0
		<b>Charter Members</b>	1	24	2
		<b>New Members</b>	240	323	322
		<b>Drops</b>	336	384	512
		<b>Net Growth</b>	-69	-17	-145
<b>14</b>	<b>Pennsylvania</b>	<b>New Clubs</b>	0	4	7
		<b>Charter Members</b>	1	110	155
		<b>New Members</b>	320	482	551
		<b>Drops</b>	554	586	920
		<b>Net Growth</b>	-195	33	-148
<b>24</b>	<b>Virginia</b>	<b>New Clubs</b>	0	2	2
		<b>Charter Members</b>	3	42	59
		<b>New Members</b>	143	183	205
		<b>Drops</b>	283	301	310
		<b>Net Growth</b>	-90	-41	-12
<b>29</b>	<b>West Virginia</b>	<b>New Clubs</b>	0	2	1
		<b>Charter Members</b>	0	62	22
		<b>New Members</b>	87	137	118
		<b>Drops</b>	140	173	189
		<b>Net Growth</b>	-50	31	-40
<b>Total</b>	<b>Cindy Gregg</b>	<b>New Clubs</b>	0	9	10
		<b>Charter Members</b>	5	238	238
		<b>New Members</b>	790	1125	1196
		<b>Drops</b>	1313	1444	1931
		<b>Net Growth</b>	-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	3	4	7	5	1
		Charter Members	96	148	190	153	46
		New Members	1197	1198	1170	1087	1077
		Drops	1875	1575	1688	2041	1623
		Net Growth	-421	-96	-170	-665	-340
11	Michigan	New Clubs	1	5	3	2	4
		Charter Members	36	142	118	110	104
		New Members	941	847	969	1011	870
		Drops	1377	1408	1397	1576	1309
		Net Growth	-258	-310	-199	-308	-214
25	Indiana	New Clubs	1	4	2	2	0
		Charter Members	27	125	70	53	6
		New Members	836	828	881	848	753
		Drops	1325	1169	1275	1371	1084
		Net Growth	-347	-103	-259	-367	-226
43	Kentucky	New Clubs	2	0	5	0	1
		Charter Members	105	9	132	4	21
		New Members	593	438	459	427	331
		Drops	853	760	748	756	723
		Net Growth	-89	-271	-63	-257	-343
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	3	0
		New Members	119	120	122	125	96
		Drops	142	158	183	159	169
		Net Growth	-5	-31	-52	-24	-43
Total	Steve Anton	New Clubs	7	13	17	9	6
		Charter Members	264	424	510	323	177
		New Members	3686	3431	3601	3498	3127
		Drops	5572	5070	5291	5903	4908
		Net Growth	-1120	-811	-743	-1621	-1166



### June (Only) Results

MD	GMT Area	CA 1	Jun-16	Jun-17	Jun-18	Jun-19
1	Illinois	New Clubs	0	2	1	0
		Charter Members	7	44	28	1
		New Members	92	196	210	101
		Drops	299	275	490	325
		Net Growth	-185	-19	-218	-194
11	Michigan	New Clubs	1	0	0	1
		Charter Members	26	0	3	23
		New Members	104	156	215	75
		Drops	304	230	389	281
		Net Growth	-162	-62	-149	-167
25	Indiana	New Clubs	2	0	2	0
		Charter Members	47	1	42	0
		New Members	100	183	196	69
		Drops	154	241	292	236
		Net Growth	8	-48	-33	-146
43	Kentucky	New Clubs	0	1	0	0
		Charter Members	0	32	1	0
		New Members	41	99	137	32
		Drops	116	123	122	128
		Net Growth	-73	44	19	-96
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	5	28	22	8
		Drops	8	30	28	41
		Net Growth	-3	-1	-5	-33
Total	Steve Anton	New Clubs	3	3	3	1
		Charter Members	80	77	74	24
		New Members	342	662	780	285
		Drops	881	899	1321	1011
		Net Growth	-415	-86	-386	-636

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2015-2016 4th Qtr</b>	<b>2016-2017 4th Qtr</b>	<b>2017-2018 4th Qtr</b>
<b>1</b>	<b>Illinois</b>	<b>New Clubs</b>	1	4	3
		<b>Charter Members</b>	32	99	92
		<b>New Members</b>	291	373	377
		<b>Drops</b>	526	526	795
		<b>Net Growth</b>	-167	-24	-275
<b>11</b>	<b>Michigan</b>	<b>New Clubs</b>	1	1	0
		<b>Charter Members</b>	28	24	14
		<b>New Members</b>	267	270	388
		<b>Drops</b>	450	409	571
		<b>Net Growth</b>	-135	-78	-113
<b>25</b>	<b>Indiana</b>	<b>New Clubs</b>	3	0	2
		<b>Charter Members</b>	94	3	50
		<b>New Members</b>	233	310	350
		<b>Drops</b>	322	429	519
		<b>Net Growth</b>	26	-100	-85
<b>43</b>	<b>Kentucky</b>	<b>New Clubs</b>	0	2	0
		<b>Charter Members</b>	1	55	1
		<b>New Members</b>	113	178	202
		<b>Drops</b>	213	240	232
		<b>Net Growth</b>	-91	32	-16
<b>10</b>	<b>Michigan</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	0	0	0
		<b>New Members</b>	22	49	61
		<b>Drops</b>	39	45	61
		<b>Net Growth</b>	-15	8	1
<b>Total</b>	<b>Steve Anton</b>	<b>New Clubs</b>	5	7	5
		<b>Charter Members</b>	155	181	157
		<b>New Members</b>	926	1180	1378
		<b>Drops</b>	1550	1649	2178
		<b>Net Growth</b>	-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	34	32	0	3
		New Members	432	382	428	399	257
		Drops	643	629	598	616	532
		Net Growth	-55	-183	-101	-162	-236
5M	Minnesota	New Clubs	4	7	5	5	1
		Charter Members	123	197	134	133	47
		New Members	1453	1419	1341	1492	1175
		Drops	1699	1811	1659	1996	1798
		Net Growth	4	-73	-54	-201	-419
9	Iowa	New Clubs	1	1	2	2	3
		Charter Members	33	34	71	60	86
		New Members	628	584	721	597	513
		Drops	1001	983	1002	1045	968
		Net Growth	-291	-305	-140	-304	-284
27	Wisconsin	New Clubs	3	2	2	3	2
		Charter Members	172	45	43	75	51
		New Members	1374	1530	1534	1378	1229
		Drops	1911	1839	1777	2041	1705
		Net Growth	-178	-105	-60	-439	-289
Total		New Clubs	11	11	10	10	6
		Charter Members	418	310	280	268	187
		New Members	3887	3915	4024	3866	3174
		Drops	5254	5262	5036	5698	5003
		Net Growth	-520	-666	-355	-1106	-1228

### June (Only) Results

MD	GMT Area	CA 1	Jun-16	Jun-17	Jun-18	Jun-19
5	North Dakota South Dakota	New Clubs	0	0	0	0
		Charter Members	5	5	0	0
		New Members	37	53	74	11
		Drops	120	110	95	107
		Net Growth	-76	-47	-17	-92
5M	Minnesota	New Clubs	1	0	1	0
		Charter Members	27	4	31	3
		New Members	111	212	316	111
		Drops	331	328	507	388
		Net Growth	-188	-98	-128	-267
9	Iowa	New Clubs	0	0	1	2
		Charter Members	0	7	32	48
		New Members	41	72	119	55
		Drops	142	190	239	216
		Net Growth	-95	-93	-83	-100
27	Wisconsin	New Clubs	0	1	0	0
		Charter Members	1	20	1	1
		New Members	120	263	283	107
		Drops	269	265	438	331
		Net Growth	-136	37	-135	-206
Total		New Clubs	1	1	2	2
		Charter Members	33	36	64	52
		New Members	309	600	792	284
		Drops	862	893	1279	1042
		Net Growth	-495	-201	-363	-665

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

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

### MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
12	Tennessee	New Clubs	1	1	4	3	1
		Charter Members	36	39	128	143	33
		New Members	579	577	647	647	504
		Drops	915	900	828	958	793
		Net Growth	-248	-229	5	-90	-209
18	Georgia	New Clubs	5	0	1	2	1
		Charter Members	145	7	36	52	32
		New Members	513	489	505	410	383
		Drops	955	849	787	704	659
		Net Growth	-235	-278	-191	-198	-198
30	Mississippi	New Clubs	0	1	2	1	0
		Charter Members	2	32	60	29	10
		New Members	279	261	217	264	157
		Drops	381	402	374	464	309
		Net Growth	-82	-79	-62	-141	-106
31	North Carolina	New Clubs	2	0	7	1	2
		Charter Members	59	5	215	33	56
		New Members	555	513	638	508	422
		Drops	1156	1015	895	1088	820
		Net Growth	-435	-444	51	-480	-263
32	South Carolina	New Clubs	1	1	4	0	2
		Charter Members	31	28	114	1	69
		New Members	369	339	390	366	263
		Drops	605	553	508	549	483
		Net Growth	-155	-150	43	-133	-110
34	Alabama	New Clubs	5	4	0	1	2
		Charter Members	143	131	13	44	53
		New Members	358	291	301	293	309
		Drops	559	496	534	483	372
		Net Growth	-21	-43	-187	-110	7
35	Aruba Bahamas Florida	New Clubs	6	4	8	6	5
		Charter Members	163	145	278	156	184
		New Members	766	706	743	771	642
		Drops	1228	1174	1201	1446	1169
		Net Growth	-92	-130	9	-330	-169
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	1	6
		Charter Members	0	0	0	39	155
		New Members	0	0	0	212	422
		Drops	0	0	0	593	538
		Net Growth	0	0	0	-318	83
60	Various	New Clubs	0	1	2	3	2
		Charter Members	0	40	52	95	63
		New Members	0	272	399	216	241
		Drops	0	252	352	445	389
		Net Growth	0	91	122	-108	-26
<b>Total</b>		New Clubs	20	12	28	18	21
		Charter Members	579	427	896	592	655
		New Members	3419	3448	3840	3687	3343
		Drops	5799	5641	5479	6730	5532
		Net Growth	-1268	-1262	-210	-1908	-991

## June (Only) Results

MD	GMT Area	CA 1	Jun-16	Jun-17	Jun-18	Jun-19
12	Tennessee	New Clubs	1	0	0	0
		Charter Members	33	18	1	4
		New Members	40	134	162	38
		Drops	99	127	218	153
		Net Growth	-9	34	-50	-103
18	Georgia	New Clubs	0	1	1	0
		Charter Members	0	31	22	3
		New Members	42	83	97	55
		Drops	157	91	112	123
		Net Growth	-110	31	11	-53
30	Mississippi	New Clubs	0	0	0	0
		Charter Members	2	0	0	0
		New Members	23	33	35	11
		Drops	81	44	92	85
		Net Growth	-54	-10	-56	-70
31	North Carolina	New Clubs	0	1	0	0
		Charter Members	0	38	2	5
		New Members	42	139	125	43
		Drops	209	139	230	176
		Net Growth	-163	44	-98	-115
32	South Carolina	New Clubs	1	0	0	0
		Charter Members	21	0	0	0
		New Members	19	93	77	20
		Drops	128	57	114	97
		Net Growth	-87	39	-32	-67
34	Alabama	New Clubs	0	0	0	0
		Charter Members	0	1	0	2
		New Members	19	64	63	35
		Drops	68	43	75	54
		Net Growth	-48	29	-8	-14
35	Aruba Bahamas Florida	New Clubs	2	2	2	1
		Charter Members	52	47	46	45
		New Members	56	152	231	77
		Drops	243	231	366	421
		Net Growth	-121	-20	-57	-274
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	3
		Charter Members	0	0	1	79
		New Members	0	0	88	85
		Drops	0	0	139	96
		Net Growth	0	0	-40	74
60	Various	New Clubs	0	1	1	0
		Charter Members	0	29	25	2
		New Members	38	98	92	54
		Drops	52	81	144	71
		Net Growth	-14	46	-22	-15
Total		New Clubs	4	5	4	4
		Charter Members	108	164	97	140
		New Members	279	796	970	418
		Drops	1037	813	1490	1276
		Net Growth	-606	193	-352	-637

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2015-2016 4th Qtr</b>	<b>2016-2017 4th Qtr</b>	<b>2017-2018 4th Qtr</b>
<b>12</b>	<b>Tennessee</b>	<b>New Clubs</b>	1	2	1
		<b>Charter Members</b>	33	66	28
		<b>New Members</b>	113	219	260
		<b>Drops</b>	216	208	357
		<b>Net Growth</b>	-47	88	-56
<b>18</b>	<b>Georgia</b>	<b>New Clubs</b>	0	1	1
		<b>Charter Members</b>	0	32	24
		<b>New Members</b>	116	168	188
		<b>Drops</b>	253	189	197
		<b>Net Growth</b>	-127	28	32
<b>30</b>	<b>Mississippi</b>	<b>New Clubs</b>	0	1	0
		<b>Charter Members</b>	2	24	0
		<b>New Members</b>	61	71	91
		<b>Drops</b>	116	109	164
		<b>Net Growth</b>	-51	-12	-70
<b>31</b>	<b>North Carolina</b>	<b>New Clubs</b>	0	2	0
		<b>Charter Members</b>	1	69	2
		<b>New Members</b>	143	225	179
		<b>Drops</b>	365	283	375
		<b>Net Growth</b>	-202	24	-176
<b>32</b>	<b>South Carolina</b>	<b>New Clubs</b>	1	1	0
		<b>Charter Members</b>	21	25	1
		<b>New Members</b>	72	146	143
		<b>Drops</b>	189	131	195
		<b>Net Growth</b>	-91	47	-35
<b>34</b>	<b>Alabama</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	2	1	1
		<b>New Members</b>	64	110	117
		<b>Drops</b>	151	112	155
		<b>Net Growth</b>	-80	10	-29
<b>35</b>	<b>Aruba Bahamas Florida</b>	<b>New Clubs</b>	3	5	2
		<b>Charter Members</b>	80	157	50
		<b>New Members</b>	182	253	339
		<b>Drops</b>	384	378	557
		<b>Net Growth</b>	-76	62	-111
<b>51</b>	<b>Puerto Rico U S Virgin Islands</b>	<b>New Clubs</b>	0	0	1
		<b>Charter Members</b>	0	0	37
		<b>New Members</b>	0	0	190
		<b>Drops</b>	0	0	333
		<b>Net Growth</b>	0	0	-91
<b>60</b>	<b>Various</b>	<b>New Clubs</b>	0	2	2
		<b>Charter Members</b>	4	51	68
		<b>New Members</b>	123	198	129
		<b>Drops</b>	113	161	202
		<b>Net Growth</b>	17	101	11
<b>Total</b>		<b>New Clubs</b>	5	14	7
		<b>Charter Members</b>	143	425	211
		<b>New Members</b>	874	1390	1636
		<b>Drops</b>	1787	1571	2535
		<b>Net Growth</b>	-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	32	15	31	22	13
		Charter Members	951	503	878	720	472
		New Members	3483	3297	3621	3371	2732
		Drops	4865	4916	4836	5396	4163
		Net Growth	11	-759	41	-953	-611
3	Oklahoma	New Clubs	2	0	1	0	0
		Charter Members	55	1	23	10	0
		New Members	457	374	402	378	316
		Drops	663	537	561	624	550
		Net Growth	-111	-134	-98	-187	-199
7	Arkansas	New Clubs	6	1	0	1	1
		Charter Members	155	29	1	26	28
		New Members	339	371	382	347	304
		Drops	610	566	543	534	483
		Net Growth	-63	-126	-113	-116	-121
8	Louisiana	New Clubs	4	1	0	2	0
		Charter Members	188	35	3	88	24
		New Members	487	403	396	296	341
		Drops	676	661	553	659	494
		Net Growth	56	-188	-117	-250	-95
26	Missouri	New Clubs	0	1	3	5	1
		Charter Members	5	30	99	141	33
		New Members	796	805	881	785	546
		Drops	1191	1174	1123	1221	1148
		Net Growth	-299	-243	-38	-179	-480
Total		New Clubs	44	18	35	30	15
		Charter Members	1354	598	1004	985	557
		New Members	5562	5250	5682	5177	4239
		Drops	8005	7854	7616	8434	6838
		Net Growth	-406	-1450	-325	-1685	-1506

### June (Only) Results

MD	GMT Area	CA 1	Jun-16	Jun-17	Jun-18	Jun-19
2	Texas	New Clubs	3	5	4	1
		Charter Members	114	128	122	73
		New Members	245	666	735	246
		Drops	593	571	1047	824
		Net Growth	-173	274	-146	-460
3	Oklahoma	New Clubs	0	0	0	0
		Charter Members	0	0	2	0
		New Members	23	85	42	18
		Drops	92	59	102	129
		Net Growth	-68	27	-55	-105
7	Arkansas	New Clubs	0	0	0	1
		Charter Members	2	1	0	27
		New Members	37	74	78	56
		Drops	65	101	132	105
		Net Growth	-24	-21	-48	-17
8	Louisiana	New Clubs	0	0	1	0
		Charter Members	1	0	61	0
		New Members	41	72	55	38
		Drops	93	58	185	92
		Net Growth	-50	19	-64	-52
26	Missouri	New Clubs	0	0	4	0
		Charter Members	1	11	110	0
		New Members	82	132	167	49
		Drops	139	155	258	243
		Net Growth	-48	10	62	-180
Total		New Clubs	3	5	9	2
		Charter Members	118	140	295	100
		New Members	428	1029	1077	407
		Drops	982	944	1724	1393
		Net Growth	-363	309	-251	-814

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2015-2016 4th Qtr</b>	<b>2016-2017 4th Qtr</b>	<b>2017-2018 4th Qtr</b>
<b>2</b>	<b>Texas</b>	<b>New Clubs</b>	8	10	10
		<b>Charter Members</b>	235	270	273
		<b>New Members</b>	806	1256	1255
		<b>Drops</b>	1280	1233	1809
		<b>Net Growth</b>	-115	412	-173
<b>3</b>	<b>Oklahoma</b>	<b>New Clubs</b>	0	1	0
		<b>Charter Members</b>	0	22	2
		<b>New Members</b>	88	159	109
		<b>Drops</b>	158	141	189
		<b>Net Growth</b>	-68	47	-68
<b>7</b>	<b>Arkansas</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	2	1	0
		<b>New Members</b>	118	140	124
		<b>Drops</b>	139	186	199
		<b>Net Growth</b>	-4	-32	-63
<b>8</b>	<b>Louisiana</b>	<b>New Clubs</b>	1	0	2
		<b>Charter Members</b>	25	1	86
		<b>New Members</b>	99	144	101
		<b>Drops</b>	221	147	289
		<b>Net Growth</b>	-94	10	-96
<b>26</b>	<b>Missouri</b>	<b>New Clubs</b>	1	1	4
		<b>Charter Members</b>	26	48	111
		<b>New Members</b>	236	258	286
		<b>Drops</b>	308	346	408
		<b>Net Growth</b>	-29	-7	41
<b>Total</b>		<b>New Clubs</b>	10	12	16
		<b>Charter Members</b>	288	342	472
		<b>New Members</b>	1347	1957	1875
		<b>Drops</b>	2106	2053	2894
		<b>Net Growth</b>	-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	1	1	0	1
		Charter Members	25	23	22	0	36
		New Members	331	281	331	333	225
		Drops	640	481	416	445	490
		Net Growth	-213	-126	-21	-66	-191
17	Kansas	New Clubs	2	1	0	1	0
		Charter Members	58	24	1	22	3
		New Members	463	401	483	478	353
		Drops	796	690	647	723	666
		Net Growth	-221	-214	-106	-188	-258
21	Arizona California	New Clubs	6	1	1	0	2
		Charter Members	177	52	37	16	47
		New Members	408	459	500	417	356
		Drops	611	761	598	669	652
		Net Growth	49	-155	43	-128	-157
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	1
		New Members	135	147	131	88	74
		Drops	207	212	165	157	140
		Net Growth	-65	-58	-26	-62	-56
38	Nebraska	New Clubs	0	1	0	1	0
		Charter Members	3	25	0	21	5
		New Members	299	229	255	273	191
		Drops	409	386	273	401	329
		Net Growth	-71	-106	-4	-91	-120
40	Arizona New Mexico	New Clubs	0	0	0	1	0
		Charter Members	3	0	0	32	1
		New Members	134	109	147	151	81
		Drops	273	213	195	203	216
		Net Growth	-116	-87	-18	-7	-123
15	Wyoming	New Clubs	0	1	0	0	0
		Charter Members	0	25	0	0	0
		New Members	106	81	78	64	83
		Drops	167	126	161	135	103
		Net Growth	-48	-7	-70	-67	-15
Total	William Phillipi	New Clubs	9	5	2	3	3
		Charter Members	266	149	60	91	93
		New Members	1876	1707	1925	1804	1363
		Drops	3103	2869	2455	2733	2596
		Net Growth	-685	-753	-202	-609	-920

### June (Only) Results

MD	GMT Area	CA 1	Jun-16	Jun-17	Jun-18	Jun-19
6	Colorado	New Clubs	1	0	0	0
		Charter Members	22	0	0	0
		New Members	18	46	58	20
		Drops	58	92	76	87
		Net Growth	-17	-37	-10	-64
17	Kansas	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	34	80	122	26
		Drops	97	114	192	150
		Net Growth	-62	-30	-67	-122
21	Arizona California	New Clubs	0	1	0	1
		Charter Members	0	26	0	20
		New Members	31	139	100	31
		Drops	180	164	140	243
		Net Growth	-138	22	-31	-166
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	15	29	15	5
		Drops	37	25	25	15
		Net Growth	-21	9	-9	-9
38	Nebraska	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	5	39	52	22
		Drops	43	32	94	36
		Net Growth	-37	9	-38	-13
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	0	0	8	1
		New Members	9	19	44	9
		Drops	25	19	39	58
		Net Growth	-15	2	16	-47
15	Wyoming	New Clubs	1	0	0	0
		Charter Members	25	0	0	0
		New Members	3	18	7	5
		Drops	9	29	24	11
		Net Growth	20	-11	-17	-6
Total	William Phillipi	New Clubs	2	1	0	1
		Charter Members	47	26	8	21
		New Members	115	370	398	118
		Drops	449	475	590	600
		Net Growth	-270	-36	-156	-427

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2015-2016 4th Qtr</b>	<b>2016-2017 4th Qtr</b>	<b>2017-2018 4th Qtr</b>
<b>6</b>	<b>Colorado</b>	<b>New Clubs</b>	1	0	0
		<b>Charter Members</b>	22	1	0
		<b>New Members</b>	72	110	92
		<b>Drops</b>	146	142	134
		<b>Net Growth</b>	-24	-16	-32
<b>17</b>	<b>Kansas</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	0	0	0
		<b>New Members</b>	104	143	201
		<b>Drops</b>	214	186	280
		<b>Net Growth</b>	-108	-36	-71
<b>21</b>	<b>Arizona California</b>	<b>New Clubs</b>	0	1	0
		<b>Charter Members</b>	0	29	2
		<b>New Members</b>	79	181	175
		<b>Drops</b>	318	247	258
		<b>Net Growth</b>	-216	-5	-36
<b>28</b>	<b>Utah</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	0	0	0
		<b>New Members</b>	26	48	33
		<b>Drops</b>	74	63	42
		<b>Net Growth</b>	-46	-10	-7
<b>38</b>	<b>Nebraska</b>	<b>New Clubs</b>	0	0	1
		<b>Charter Members</b>	0	0	21
		<b>New Members</b>	29	85	110
		<b>Drops</b>	106	69	130
		<b>Net Growth</b>	-72	21	7
<b>40</b>	<b>Arizona New Mexico</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	0	0	8
		<b>New Members</b>	19	45	60
		<b>Drops</b>	43	61	70
		<b>Net Growth</b>	-21	-9	1
<b>15</b>	<b>Wyoming</b>	<b>New Clubs</b>	1	0	0
		<b>Charter Members</b>	25	0	0
		<b>New Members</b>	31	29	17
		<b>Drops</b>	37	54	46
		<b>Net Growth</b>	22	-23	-28
<b>Total</b>	<b>William Phillipi</b>	<b>New Clubs</b>	2	1	1
		<b>Charter Members</b>	47	30	31
		<b>New Members</b>	360	641	688
		<b>Drops</b>	938	822	960
		<b>Net Growth</b>	-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	28	17	36	22	12
		Charter Members	815	535	1172	687	373
		New Members	2535	2397	2569	2542	2026
		Drops	3302	3639	3386	4610	3541
		Net Growth	369	-421	685	-987	-845
19	British Columbia Idaho Washington	New Clubs	2	0	2	4	2
		Charter Members	50	7	69	117	61
		New Members	596	645	703	721	508
		Drops	929	971	920	1065	905
		Net Growth	-165	-216	-44	-133	-230
36	California Oregon	New Clubs	2	1	1	0	0
		Charter Members	64	32	28	8	6
		New Members	480	382	396	391	324
		Drops	666	632	584	749	478
		Net Growth	-53	-160	-102	-283	-75
37	Alberta Montana	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	205	0	0	0	0
		Drops	280	0	0	0	0
		Net Growth	-53	0	0	0	0
39	Idaho Oregon	New Clubs	1	0	2	0	0
		Charter Members	36	2	52	2	2
		New Members	174	161	152	111	83
		Drops	170	223	215	208	213
		Net Growth	57	-45	2	-81	-113
49	Alaska British Columbia Yukon Territory	New Clubs	1	1	4	0	0
		Charter Members	25	33	94	2	7
		New Members	415	361	325	350	286
		Drops	455	613	559	546	388
		Net Growth	31	-168	-81	-167	-74
50	Hawaii	New Clubs	0	1	1	0	1
		Charter Members	4	47	35	2	34
		New Members	239	212	214	150	173
		Drops	214	256	293	332	232
		Net Growth	51	22	-12	-147	-9
46	California Nevada	New Clubs	1	2	3	1	1
		Charter Members	26	47	99	44	23
		New Members	173	141	193	152	163
		Drops	410	316	219	385	219
		Net Growth	-181	-83	94	-166	-11
37	Montana	New Clubs	0	0	2	0	0
		Charter Members	0	0	52	0	0
		New Members	0	164	110	128	169
		Drops	0	170	238	179	193
		Net Growth	0	8	-59	-40	-6
Total	Howard Hudson	New Clubs	35	22	51	27	16
		Charter Members	1020	703	1601	862	506
		New Members	4817	4463	4662	4545	3732
		Drops	6426	6820	6414	8074	6169
		Net Growth	56	-1063	483	-2004	-1363

### June (Only) Results

MD	GMT Area	CA 1	Jun-16	Jun-17	Jun-18	Jun-19
4	California	New Clubs	4	8	3	5
		Charter Members	96	222	109	123
		New Members	203	403	510	210
		Drops	792	648	1229	910
		Net Growth	-462	12	-574	-536
19	British Columbia Idaho Washington	New Clubs	0	0	1	0
		Charter Members	0	1	33	1
		New Members	69	124	146	45
		Drops	155	174	255	251
		Net Growth	-67	-24	-61	-192
36	California Oregon	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	37	89	93	35
		Drops	111	78	264	136
		Net Growth	-69	14	-161	-94
39	Idaho Oregon	New Clubs	0	0	0	0
		Charter Members	0	6	1	2
		New Members	8	23	28	7
		Drops	12	43	32	26
		Net Growth	-4	-10	-1	-13
49	Alaska British Columbia Yukon Territory	New Clubs	0	1	0	0
		Charter Members	0	22	0	0
		New Members	22	38	67	40
		Drops	61	93	88	65
		Net Growth	-39	-28	-21	-19
50	Hawaii	New Clubs	0	0	0	0
		Charter Members	1	0	1	14
		New Members	13	41	42	26
		Drops	56	52	133	79
		Net Growth	-42	-11	-85	-38
46	California Nevada	New Clubs	2	2	0	0
		Charter Members	45	49	1	0
		New Members	16	56	25	12
		Drops	75	50	99	56
		Net Growth	-7	57	-67	-42
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	5	18	29	17
		Drops	18	63	44	30
		Net Growth	-11	-45	-14	-11
Total	Howard Hudson	New Clubs	6	11	4	5
		Charter Members	142	300	145	140
		New Members	373	792	940	392
		Drops	1280	1201	2144	1553
		Net Growth	-701	-35	-984	-945



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

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

