

# MD ANALYSIS

## CA 1 June Analysis

### Constitutional Area 1 Leader: Jerome Thompson

#### July 2016 to June 2017 (12 months) Results

CA 1	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
<b>New Clubs</b>	110	133	149	108	185
<b>Charter Members</b>	3746	4427	4588	3456	5611
<b>New Members</b>	29185	30180	30333	29079	31239
<b>Drops</b>	46108	44492	44963	43785	42409
<b>Net Growth</b>	-9374	-5839	-6182	-7686	-1939

#### June (Only Results)

CA 1	Jun-14	Jun-15	Jun-16	Jun-17
<b>New Clubs</b>	26	39	22	40
<b>Charter Members</b>	816	1053	609	1186
<b>New Members</b>	2905	2496	2473	5587
<b>Drops</b>	6983	7436	7102	6842
<b>Net Growth</b>	-2746	-3488	-3616	412

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

CA 1	2013-2014 4th Qtr	2014-2015 4th Qtr	2015-2016 4th Qtr
<b>New Clubs</b>	59	70	45
<b>Charter Members</b>	1825	1978	1226
<b>New Members</b>	7965	7640	7397
<b>Drops</b>	12839	13204	12870
<b>Net Growth</b>	-1985	-2716	-3346

### MD Wise Analysis

MD	GMT Area	CA 1	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
16	New Jersey	New Clubs	1	3	6	0	2
		Charter Members	26	71	160	8	48
		New Members	361	370	494	386	417
		Drops	750	704	653	683	633
		Net Growth	-313	-187	26	-210	-119
20	Bermuda New York	New Clubs	0	4	7	14	11
		Charter Members	15	109	206	396	360
		New Members	1145	1227	1239	1258	1393
		Drops	2102	1701	1825	1753	1789
		Net Growth	-762	-224	-242	63	99
22	Delaware District Of Columbia Maryland	New Clubs	2	4	3	1	3
		Charter Members	105	115	88	31	115
		New Members	560	584	480	519	622
		Drops	814	892	880	748	702
		Net Growth	-86	-118	-238	-135	94
23	Connecticut	New Clubs	1	0	0	3	2
		Charter Members	114	4	5	87	73
		New Members	358	401	396	388	439
		Drops	570	671	583	572	523
		Net Growth	-41	-218	-135	-42	26
33	Massachusetts	New Clubs	1	1	2	0	4
		Charter Members	25	37	49	11	115
		New Members	558	702	645	613	643
		Drops	919	803	835	866	728
		Net Growth	-255	27	-94	-183	116
44	New Hampshire	New Clubs	1	1	1	2	3
		Charter Members	25	27	30	85	67
		New Members	275	243	240	213	263
		Drops	272	255	338	309	303
		Net Growth	53	29	-44	7	45
42	Rhode Island	New Clubs	0	0	0	0	1
		Charter Members	0	0	0	3	22
		New Members	78	96	75	106	103
		Drops	187	154	173	164	120
		Net Growth	-97	-14	-92	-32	13
45	New York Vermont	New Clubs	0	1	0	1	0
		Charter Members	1	25	3	21	0
		New Members	90	107	97	79	104
		Drops	170	120	109	146	181
		Net Growth	-68	26	-6	-42	-64
41	Maine	New Clubs	0	0	0	0	0
		Charter Members	0	0	3	4	0
		New Members	150	180	165	136	190
		Drops	284	239	247	192	209
		Net Growth	-118	-44	-47	-37	-3
Total	Mahesh Chitnis	NewCLubs	6	14	19	21	26
		CharterMembers	311	388	544	646	800
		NewMembers	3575	3910	3831	3698	4174
		Drops	6068	5539	5643	5433	5188
		NetGrowth	-1687	-723	-872	-611	207

### June (Only) Results

MD	GMT Area	CA 1	Jun-14	Jun-15	Jun-16	Jun-17
16	New Jersey	New Clubs	0	2	0	1
		Charter Members	2	44	0	21
		New Members	39	54	26	48
		Drops	159	137	97	107
		Net Growth	-92	-37	-66	-32
20	Bermuda New York	New Clubs	1	1	3	4
		Charter Members	29	36	73	178
		New Members	119	102	150	263
		Drops	341	447	318	367
		Net Growth	-175	-303	-83	88
22	Delaware District Of Columbia Maryland	New Clubs	0	1	0	0
		Charter Members	1	34	5	4
		New Members	57	44	51	123
		Drops	114	163	127	124
		Net Growth	-51	-74	-66	13
23	Connecticut	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	55	23	26	88
		Drops	85	60	63	46
		Net Growth	-29	-31	-9	46
33	Massachusetts	New Clubs	1	2	0	1
		Charter Members	24	44	1	22
		New Members	57	40	54	102
		Drops	186	88	138	58
		Net Growth	-93	2	-75	83
44	New Hampshire	New Clubs	0	0	0	1
		Charter Members	0	0	0	24
		New Members	27	15	21	65
		Drops	35	48	62	41
		Net Growth	-8	-33	-38	50
42	Rhode Island	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	8	12	28	25
		Drops	16	21	52	45
		Net Growth	-6	-9	-20	-15
45	New York Vermont	New Clubs	0	0	0	0
		Charter Members	2	1	0	0
		New Members	17	5	5	19
		Drops	26	7	18	38
		Net Growth	-4	-1	-13	-16
41	Maine	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	14	18	11	27
		Drops	29	60	37	34
		Net Growth	-15	-27	-24	-5
Total	Mahesh Chitnis	New Clubs	2	6	3	7
		Charter Members	58	160	79	250
		New Members	393	313	372	760
		Drops	991	1031	912	860
		Net Growth	-473	-513	-394	212

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2013-2014 4th Qtr</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>
<b>16</b>	<b>New Jersey</b>	<b>New Clubs</b>	2	2	0
		<b>Charter Members</b>	48	52	0
		<b>New Members</b>	115	136	98
		<b>Drops</b>	239	230	180
		<b>Net Growth</b>	-45	-38	-72
<b>20</b>	<b>Bermuda New York</b>	<b>New Clubs</b>	2	1	5
		<b>Charter Members</b>	57	38	122
		<b>New Members</b>	320	291	345
		<b>Drops</b>	510	636	504
		<b>Net Growth</b>	-108	-287	-6
<b>22</b>	<b>Delaware District Of Columbia Maryland</b>	<b>New Clubs</b>	2	1	1
		<b>Charter Members</b>	53	35	26
		<b>New Members</b>	169	130	139
		<b>Drops</b>	264	286	215
		<b>Net Growth</b>	-31	-97	-41
<b>23</b>	<b>Connecticut</b>	<b>New Clubs</b>	0	0	2
		<b>Charter Members</b>	0	1	45
		<b>New Members</b>	143	92	102
		<b>Drops</b>	149	136	157
		<b>Net Growth</b>	10	-32	20
<b>33</b>	<b>Massachusetts</b>	<b>New Clubs</b>	1	2	0
		<b>Charter Members</b>	30	45	2
		<b>New Members</b>	166	134	144
		<b>Drops</b>	267	173	251
		<b>Net Growth</b>	-46	16	-86
<b>44</b>	<b>New Hampshire</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	1	0	7
		<b>New Members</b>	68	61	48
		<b>Drops</b>	79	81	79
		<b>Net Growth</b>	-9	-16	-18
<b>42</b>	<b>Rhode Island</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	0	0	0
		<b>New Members</b>	30	21	39
		<b>Drops</b>	35	35	70
		<b>Net Growth</b>	-3	-13	-20
<b>45</b>	<b>New York Vermont</b>	<b>New Clubs</b>	0	0	1
		<b>Charter Members</b>	4	2	20
		<b>New Members</b>	38	26	21
		<b>Drops</b>	35	18	45
		<b>Net Growth</b>	12	12	-3
<b>41</b>	<b>Maine</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	0	3	0
		<b>New Members</b>	51	48	30
		<b>Drops</b>	77	89	59
		<b>Net Growth</b>	-23	-20	-25
<b>Total</b>	<b>Mahesh Chitnis</b>	<b>New Clubs</b>	7	6	9
		<b>Charter Members</b>	193	176	222
		<b>New Members</b>	1100	939	966
		<b>Drops</b>	1655	1684	1560
		<b>Net Growth</b>	-243	-475	-251

### MD Wise Analysis

MD	GMT Area	CA 1	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
13	Ohio	New Clubs	5	2	1	1	3
		Charter Members	149	60	44	28	90
		New Members	999	1026	947	917	964
		Drops	1644	1384	1357	1300	1393
		Net Growth	-375	-176	-259	-231	-266
14	Pennsylvania	New Clubs	2	2	3	3	8
		Charter Members	68	81	91	122	234
		New Members	1531	1408	1321	1286	1413
		Drops	2448	2642	2411	2129	2044
		Net Growth	-692	-897	-818	-578	-271
24	Virginia	New Clubs	0	2	0	2	3
		Charter Members	1	55	5	48	72
		New Members	579	587	595	614	585
		Drops	975	887	868	933	950
		Net Growth	-298	-167	-199	-161	-181
29	West Virginia	New Clubs	5	0	0	0	2
		Charter Members	113	14	3	1	64
		New Members	393	335	392	350	369
		Drops	557	610	525	474	543
		Net Growth	-18	-219	-91	-100	-76
<b>Total</b>	<b>Cindy Gregg</b>	<b>NewCLubs</b>	12	6	4	6	16
		<b>CharterMembers</b>	331	210	143	199	460
		<b>NewMembers</b>	3502	3356	3255	3167	3331
		<b>Drops</b>	5624	5523	5161	4836	4930
		<b>NetGrowth</b>	-1383	-1459	-1367	-1070	-794

### June (Only) Results

MD	GMT Area	CA 1	Jun-14	Jun-15	Jun-16	Jun-17
13	Ohio	New Clubs	0	0	0	1
		Charter Members	0	3	1	23
		New Members	119	76	73	143
		Drops	169	129	158	171
		Net Growth	-44	-38	-77	0
14	Pennsylvania	New Clubs	0	1	0	3
		Charter Members	4	23	1	89
		New Members	124	101	108	283
		Drops	399	421	285	329
		Net Growth	-225	-268	-160	56
24	Virginia	New Clubs	0	0	0	2
		Charter Members	6	1	0	42
		New Members	48	51	48	70
		Drops	127	143	186	164
		Net Growth	-53	-89	-94	-29
29	West Virginia	New Clubs	0	0	0	1
		Charter Members	0	0	0	39
		New Members	35	45	26	82
		Drops	122	61	70	93
		Net Growth	-84	-12	-41	29
Total	Cindy Gregg	New Clubs	0	1	0	7
		Charter Members	10	27	2	193
		New Members	326	273	255	578
		Drops	817	754	699	757
		Net Growth	-406	-407	-372	56

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2013-2014 4th Qtr</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>
<b>13</b>	<b>Ohio</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	7	4	1
		<b>New Members</b>	284	239	240
		<b>Drops</b>	360	389	336
		<b>Net Growth</b>	-55	-121	-69
<b>14</b>	<b>Pennsylvania</b>	<b>New Clubs</b>	2	1	0
		<b>Charter Members</b>	67	24	1
		<b>New Members</b>	321	375	320
		<b>Drops</b>	703	727	554
		<b>Net Growth</b>	-248	-283	-195
<b>24</b>	<b>Virginia</b>	<b>New Clubs</b>	2	0	0
		<b>Charter Members</b>	51	1	3
		<b>New Members</b>	143	160	143
		<b>Drops</b>	242	259	283
		<b>Net Growth</b>	-23	-85	-90
<b>29</b>	<b>West Virginia</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	0	1	0
		<b>New Members</b>	89	137	87
		<b>Drops</b>	203	129	140
		<b>Net Growth</b>	-103	19	-50
<b>Total</b>	<b>Cindy Gregg</b>	<b>New Clubs</b>	4	1	0
		<b>Charter Members</b>	125	30	5
		<b>New Members</b>	837	911	790
		<b>Drops</b>	1508	1504	1313
		<b>Net Growth</b>	-429	-470	-404

### MD Wise Analysis

MD	GMT Area	CA 1	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
1	Illinois	New Clubs	1	3	3	4	7
		Charter Members	35	88	96	148	190
		New Members	1132	1177	1197	1198	1170
		Drops	1851	1750	1875	1575	1688
		Net Growth	-575	-367	-421	-96	-170
11	Michigan	New Clubs	1	4	1	5	3
		Charter Members	29	99	36	142	118
		New Members	872	934	941	847	969
		Drops	1324	1393	1377	1408	1397
		Net Growth	-310	-228	-258	-310	-199
25	Indiana	New Clubs	2	0	1	4	2
		Charter Members	68	15	27	125	70
		New Members	902	761	836	828	881
		Drops	1370	1266	1325	1169	1275
		Net Growth	-277	-405	-347	-103	-259
43	Kentucky	New Clubs	3	2	2	0	5
		Charter Members	95	54	105	9	132
		New Members	513	533	593	438	459
		Drops	776	698	853	760	748
		Net Growth	-126	-59	-89	-271	-63
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	1	0	0	0	0
		New Members	124	111	119	120	122
		Drops	176	188	142	158	183
		Net Growth	-44	-65	-5	-31	-52
Total	Steve Anton	New Clubs	7	9	7	13	17
		Charter Members	228	256	264	424	510
		New Members	3543	3516	3686	3431	3601
		Drops	5497	5295	5572	5070	5291
		Net Growth	-1332	-1124	-1120	-811	-743



### June (Only) Results

MD	GMT Area	CA 1	Jun-14	Jun-15	Jun-16	Jun-17
1	Illinois	New Clubs	1	1	0	2
		Charter Members	38	29	7	44
		New Members	118	106	92	196
		Drops	284	426	299	275
		Net Growth	-121	-277	-185	-19
11	Michigan	New Clubs	1	1	1	0
		Charter Members	21	27	26	0
		New Members	98	124	104	156
		Drops	220	204	304	230
		Net Growth	-95	-26	-162	-62
25	Indiana	New Clubs	0	1	2	0
		Charter Members	0	22	47	1
		New Members	81	79	100	183
		Drops	223	266	154	241
		Net Growth	-132	-149	8	-48
43	Kentucky	New Clubs	0	1	0	1
		Charter Members	0	70	0	32
		New Members	31	32	41	99
		Drops	93	154	116	123
		Net Growth	-59	-39	-73	44
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	11	16	5	28
		Drops	21	23	8	30
		Net Growth	-10	-7	-3	-1
Total	Steve Anton	New Clubs	2	4	3	3
		Charter Members	59	148	80	77
		New Members	339	357	342	662
		Drops	841	1073	881	899
		Net Growth	-417	-498	-415	-86

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2013-2014 4th Qtr</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>
<b>1</b>	<b>Illinois</b>	<b>New Clubs</b>	2	1	1
		<b>Charter Members</b>	65	43	32
		<b>New Members</b>	282	305	291
		<b>Drops</b>	569	642	526
		<b>Net Growth</b>	-203	-271	-167
<b>11</b>	<b>Michigan</b>	<b>New Clubs</b>	1	1	1
		<b>Charter Members</b>	24	28	28
		<b>New Members</b>	264	325	267
		<b>Drops</b>	452	397	450
		<b>Net Growth</b>	-143	-1	-135
<b>25</b>	<b>Indiana</b>	<b>New Clubs</b>	0	1	3
		<b>Charter Members</b>	0	23	94
		<b>New Members</b>	201	220	233
		<b>Drops</b>	383	425	322
		<b>Net Growth</b>	-162	-149	26
<b>43</b>	<b>Kentucky</b>	<b>New Clubs</b>	0	2	0
		<b>Charter Members</b>	0	101	1
		<b>New Members</b>	97	107	113
		<b>Drops</b>	210	267	213
		<b>Net Growth</b>	-104	-41	-91
<b>10</b>	<b>Michigan</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	0	0	0
		<b>New Members</b>	27	37	22
		<b>Drops</b>	33	44	39
		<b>Net Growth</b>	-5	-4	-15
<b>Total</b>	<b>Steve Anton</b>	<b>New Clubs</b>	3	5	5
		<b>Charter Members</b>	89	195	155
		<b>New Members</b>	871	994	926
		<b>Drops</b>	1647	1775	1550
		<b>Net Growth</b>	-617	-466	-382

### MD Wise Analysis

MD	GMT Area	CA 1	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
5	North Dakota South Dakota	New Clubs	0	0	3	1	1
		Charter Members	1	6	90	34	32
		New Members	395	425	432	382	428
		Drops	649	704	643	629	598
		Net Growth	-212	-209	-55	-183	-101
5M	Minnesota	New Clubs	2	3	4	7	5
		Charter Members	76	136	123	197	134
		New Members	1244	1402	1453	1419	1341
		Drops	1646	1770	1699	1811	1659
		Net Growth	-206	-88	4	-73	-54
9	Iowa	New Clubs	3	2	1	1	2
		Charter Members	80	78	33	34	71
		New Members	731	656	628	584	721
		Drops	1024	887	1001	983	1002
		Net Growth	-130	-96	-291	-305	-140
27	Wisconsin	New Clubs	2	1	3	2	2
		Charter Members	69	30	172	45	43
		New Members	1310	1446	1374	1530	1534
		Drops	1848	1769	1911	1839	1777
		Net Growth	-340	-168	-178	-105	-60
<b>Total</b>	<b>Michael Molenda</b>	<b>New Clubs</b>	7	6	11	11	10
		<b>Charter Members</b>	226	250	418	310	280
		<b>New Members</b>	3680	3929	3887	3915	4024
		<b>Drops</b>	5167	5130	5254	5262	5036
		<b>Net Growth</b>	-888	-561	-520	-666	-355

### June (Only) Results

MD	GMT Area	CA 1	Jun-14	Jun-15	Jun-16	Jun-17
5	North Dakota South Dakota	New Clubs	0	0	0	0
		Charter Members	0	0	5	5
		New Members	43	12	37	53
		Drops	82	97	120	110
		Net Growth	-36	-84	-76	-47
5M	Minnesota	New Clubs	0	2	1	0
		Charter Members	16	47	27	4
		New Members	137	167	111	212
		Drops	305	257	331	328
		Net Growth	-127	-29	-188	-98
9	Iowa	New Clubs	1	0	0	0
		Charter Members	42	4	0	7
		New Members	58	63	41	72
		Drops	143	149	142	190
		Net Growth	-39	-78	-95	-93
27	Wisconsin	New Clubs	0	0	0	1
		Charter Members	4	4	1	20
		New Members	123	112	120	263
		Drops	231	291	269	265
		Net Growth	-96	-162	-136	37
<b>Total</b>			1	2	1	1
<b>Michael Molenda</b>			62	55	33	36
			361	354	309	600
			761	794	862	893
			-298	-353	-495	-201

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2013-2014 4th Qtr</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>
<b>5</b>	North Dakota South Dakota	<b>New Clubs</b>	0	3	1
		<b>Charter Members</b>	0	83	29
		<b>New Members</b>	101	81	103
		<b>Drops</b>	148	189	177
		<b>Net Growth</b>	-36	-11	-37
<b>5M</b>	Minnesota	<b>New Clubs</b>	1	3	3
		<b>Charter Members</b>	71	79	74
		<b>New Members</b>	365	415	339
		<b>Drops</b>	555	534	507
		<b>Net Growth</b>	-61	-10	-68
<b>9</b>	Iowa	<b>New Clubs</b>	1	1	0
		<b>Charter Members</b>	42	27	4
		<b>New Members</b>	162	183	144
		<b>Drops</b>	246	293	316
		<b>Net Growth</b>	-33	-72	-158
<b>27</b>	Wisconsin	<b>New Clubs</b>	1	1	0
		<b>Charter Members</b>	28	50	2
		<b>New Members</b>	370	360	405
		<b>Drops</b>	501	566	541
		<b>Net Growth</b>	-77	-120	-78
<b>Total</b>	<b>Michael Molenda</b>	<b>New Clubs</b>	3	8	4
		<b>Charter Members</b>	141	239	109
		<b>New Members</b>	998	1039	991
		<b>Drops</b>	1450	1582	1541
		<b>Net Growth</b>	-207	-213	-341

### MD Wise Analysis

MD	GMT Area	CA 1	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
12	Tennessee	New Clubs	4	6	1	1	4
		Charter Members	173	226	36	39	128
		New Members	603	735	579	577	647
		Drops	829	985	915	900	828
		Net Growth	-8	27	-248	-229	5
18	Georgia	New Clubs	2	4	5	0	1
		Charter Members	71	107	145	7	36
		New Members	583	588	513	489	505
		Drops	991	893	955	849	787
		Net Growth	-256	-124	-235	-278	-191
30	Mississippi	New Clubs	4	0	0	1	2
		Charter Members	105	16	2	32	60
		New Members	239	255	279	261	217
		Drops	396	406	381	402	374
		Net Growth	-28	-104	-82	-79	-62
31	North Carolina	New Clubs	5	2	2	0	7
		Charter Members	170	76	59	5	215
		New Members	557	562	555	513	638
		Drops	1163	1111	1156	1015	895
		Net Growth	-324	-370	-435	-444	51
32	South Carolina	New Clubs	2	1	1	1	4
		Charter Members	43	31	31	28	114
		New Members	478	364	369	339	390
		Drops	595	641	605	553	508
		Net Growth	-7	-191	-155	-150	43
34	Alabama	New Clubs	1	5	5	4	0
		Charter Members	28	116	143	131	13
		New Members	290	350	358	291	301
		Drops	567	504	559	496	534
		Net Growth	-229	17	-21	-43	-187
35	Bahamas Florida	New Clubs	5	6	6	4	8
		Charter Members	211	171	163	145	278
		New Members	764	809	766	706	743
		Drops	1618	1297	1228	1174	1201
		Net Growth	-460	-145	-92	-130	9
60	Various	New Clubs	0	0	0	1	2
		Charter Members	0	0	0	40	52
		New Members	0	0	0	272	399
		Drops	0	0	0	252	352
		Net Growth	0	0	0	91	122
Total	Stacey Jones	New Clubs	23	24	20	12	28
		Charter Members	801	743	579	427	896
		New Members	3514	3663	3419	3448	3840
		Drops	6159	5837	5799	5641	5479
		Net Growth	-1312	-890	-1268	-1262	-210

### June (Only) Results

MD	GMT Area	CA 1	Jun-14	Jun-15	Jun-16	Jun-17
12	Tennessee	New Clubs	0	0	1	0
		Charter Members	5	7	33	18
		New Members	29	43	40	134
		Drops	145	109	99	127
		Net Growth	-105	-56	-9	34
18	Georgia	New Clubs	1	2	0	1
		Charter Members	23	49	0	31
		New Members	67	36	42	83
		Drops	123	194	157	91
		Net Growth	-26	-95	-110	31
30	Mississippi	New Clubs	0	0	0	0
		Charter Members	0	0	2	0
		New Members	19	9	23	33
		Drops	49	42	81	44
		Net Growth	-24	-33	-54	-10
31	North Carolina	New Clubs	1	1	0	1
		Charter Members	22	23	0	38
		New Members	61	39	42	139
		Drops	205	257	209	139
		Net Growth	-118	-169	-163	44
32	South Carolina	New Clubs	1	0	1	0
		Charter Members	28	0	21	0
		New Members	26	22	19	93
		Drops	100	115	128	57
		Net Growth	-35	-92	-87	39
34	Alabama	New Clubs	0	0	0	0
		Charter Members	3	0	0	1
		New Members	25	34	19	64
		Drops	65	126	68	43
		Net Growth	-34	-90	-48	29
35	Bahamas Florida	New Clubs	1	1	2	2
		Charter Members	24	28	52	47
		New Members	74	68	56	152
		Drops	306	260	243	231
		Net Growth	-181	-139	-121	-20
60	Various	New Clubs	0	0	0	1
		Charter Members	0	0	0	29
		New Members	0	0	38	98
		Drops	0	0	52	81
		Net Growth	0	0	-14	46
Total	Stacey Jones	New Clubs	4	4	4	5
		Charter Members	105	107	108	164
		New Members	301	251	279	796
		Drops	993	1103	1037	813
		Net Growth	-523	-674	-606	193

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2013-2014 4th Qtr</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>
<b>12</b>	<b>Tennessee</b>	<b>New Clubs</b>	1	1	1
		<b>Charter Members</b>	34	34	33
		<b>New Members</b>	156	160	113
		<b>Drops</b>	267	227	216
		<b>Net Growth</b>	-56	-20	-47
<b>18</b>	<b>Georgia</b>	<b>New Clubs</b>	1	2	0
		<b>Charter Members</b>	23	55	0
		<b>New Members</b>	183	114	116
		<b>Drops</b>	236	323	253
		<b>Net Growth</b>	-15	-135	-127
<b>30</b>	<b>Mississippi</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	0	2	2
		<b>New Members</b>	71	58	61
		<b>Drops</b>	109	94	116
		<b>Net Growth</b>	-28	-31	-51
<b>31</b>	<b>North Carolina</b>	<b>New Clubs</b>	1	1	0
		<b>Charter Members</b>	22	26	1
		<b>New Members</b>	170	109	143
		<b>Drops</b>	333	402	365
		<b>Net Growth</b>	-124	-233	-202
<b>32</b>	<b>South Carolina</b>	<b>New Clubs</b>	1	0	1
		<b>Charter Members</b>	28	1	21
		<b>New Members</b>	104	97	72
		<b>Drops</b>	186	166	189
		<b>Net Growth</b>	-37	-64	-91
<b>34</b>	<b>Alabama</b>	<b>New Clubs</b>	3	0	0
		<b>Charter Members</b>	69	5	2
		<b>New Members</b>	73	78	64
		<b>Drops</b>	140	195	151
		<b>Net Growth</b>	10	-110	-80
<b>35</b>	<b>Bahamas Florida</b>	<b>New Clubs</b>	5	3	3
		<b>Charter Members</b>	117	75	80
		<b>New Members</b>	214	159	182
		<b>Drops</b>	505	394	384
		<b>Net Growth</b>	-127	-115	-76
<b>60</b>	<b>Various</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	0	0	4
		<b>New Members</b>	0	0	123
		<b>Drops</b>	0	0	113
		<b>Net Growth</b>	0	0	17
<b>Total</b>	<b>Stacey Jones</b>	<b>New Clubs</b>	12	7	5
		<b>Charter Members</b>	293	198	143
		<b>New Members</b>	971	775	874
		<b>Drops</b>	1776	1801	1787
		<b>Net Growth</b>	-377	-708	-657



### MD Wise Analysis

MD	GMT Area	CA 1	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
2	Texas	New Clubs	25	35	32	15	31
		Charter Members	874	1156	951	503	878
		New Members	3074	3073	3483	3297	3621
		Drops	4118	4646	4865	4916	4836
		Net Growth	223	33	11	-759	41
3	Oklahoma	New Clubs	0	1	2	0	1
		Charter Members	4	21	55	1	23
		New Members	411	487	457	374	402
		Drops	748	677	663	537	561
		Net Growth	-265	-101	-111	-134	-98
7	Arkansas	New Clubs	4	5	6	1	0
		Charter Members	115	130	155	29	1
		New Members	336	340	339	371	382
		Drops	658	554	610	566	543
		Net Growth	-164	-60	-63	-126	-113
8	Louisiana	New Clubs	2	1	4	1	0
		Charter Members	74	39	188	35	3
		New Members	372	404	487	403	396
		Drops	741	567	676	661	553
		Net Growth	-266	-88	56	-188	-117
26	Missouri	New Clubs	4	2	0	1	3
		Charter Members	103	86	5	30	99
		New Members	809	815	796	805	881
		Drops	1312	1249	1191	1174	1123
		Net Growth	-294	-258	-299	-243	-38
Total	Joe Al Picone	New Clubs	35	44	44	18	35
		Charter Members	1170	1432	1354	598	1004
		New Members	5002	5119	5562	5250	5682
		Drops	7577	7693	8005	7854	7616
		Net Growth	-766	-474	-406	-1450	-325

### June (Only) Results

MD	GMT Area	CA 1	Jun-14	Jun-15	Jun-16	Jun-17
2	Texas	New Clubs	7	7	3	5
		Charter Members	228	175	114	128
		New Members	298	284	245	666
		Drops	452	465	593	571
		Net Growth	130	16	-173	274
3	Oklahoma	New Clubs	1	0	0	0
		Charter Members	20	0	0	0
		New Members	55	24	23	85
		Drops	64	87	92	59
		Net Growth	16	-58	-68	27
7	Arkansas	New Clubs	2	1	0	0
		Charter Members	50	23	2	1
		New Members	49	33	37	74
		Drops	84	108	65	101
		Net Growth	21	-52	-24	-21
8	Louisiana	New Clubs	0	0	0	0
		Charter Members	0	5	1	0
		New Members	38	32	41	72
		Drops	110	59	93	58
		Net Growth	-63	-22	-50	19
26	Missouri	New Clubs	0	0	0	0
		Charter Members	0	1	1	11
		New Members	52	68	82	132
		Drops	190	183	139	155
		Net Growth	-129	-98	-48	10
Total	Joe Al Picone	New Clubs	10	8	3	5
		Charter Members	298	204	118	140
		New Members	492	441	428	1029
		Drops	900	902	982	944
		Net Growth	-25	-214	-363	309

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2013-2014 4th Qtr</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>
<b>2</b>	<b>Texas</b>	<b>New Clubs</b>	11	16	8
		<b>Charter Members</b>	361	421	235
		<b>New Members</b>	852	841	806
		<b>Drops</b>	1042	999	1280
		<b>Net Growth</b>	312	362	-115
<b>3</b>	<b>Oklahoma</b>	<b>New Clubs</b>	1	0	0
		<b>Charter Members</b>	21	0	0
		<b>New Members</b>	114	99	88
		<b>Drops</b>	141	179	158
		<b>Net Growth</b>	4	-69	-68
<b>7</b>	<b>Arkansas</b>	<b>New Clubs</b>	4	3	0
		<b>Charter Members</b>	92	66	2
		<b>New Members</b>	111	96	118
		<b>Drops</b>	161	210	139
		<b>Net Growth</b>	52	-40	-4
<b>8</b>	<b>Louisiana</b>	<b>New Clubs</b>	0	1	1
		<b>Charter Members</b>	0	49	25
		<b>New Members</b>	110	125	99
		<b>Drops</b>	165	138	221
		<b>Net Growth</b>	-42	47	-94
<b>26</b>	<b>Missouri</b>	<b>New Clubs</b>	0	0	1
		<b>Charter Members</b>	6	4	26
		<b>New Members</b>	182	211	236
		<b>Drops</b>	336	318	308
		<b>Net Growth</b>	-130	-78	-29
<b>Total</b>	<b>Joe Al Picone</b>	<b>New Clubs</b>	16	20	10
		<b>Charter Members</b>	480	540	288
		<b>New Members</b>	1369	1372	1347
		<b>Drops</b>	1845	1844	2106
		<b>Net Growth</b>	196	222	-310

### MD Wise Analysis

MD	GMT Area	CA 1	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
6	Colorado	New Clubs	0	0	1	1	1
		Charter Members	3	3	25	23	22
		New Members	368	457	331	281	331
		Drops	522	486	640	481	416
		Net Growth	-103	28	-213	-126	-21
17	Kansas	New Clubs	2	0	2	1	0
		Charter Members	46	2	58	24	1
		New Members	478	459	463	401	483
		Drops	827	756	796	690	647
		Net Growth	-235	-265	-221	-214	-106
21	Arizona California	New Clubs	1	3	6	1	1
		Charter Members	48	95	177	52	37
		New Members	438	486	408	459	500
		Drops	752	613	611	761	598
		Net Growth	-154	62	49	-155	43
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	4	0	0	0	0
		New Members	120	126	135	147	131
		Drops	197	189	207	212	165
		Net Growth	-58	-49	-65	-58	-26
38	Nebraska	New Clubs	0	0	0	1	0
		Charter Members	3	5	3	25	0
		New Members	307	289	299	229	255
		Drops	466	380	409	386	273
		Net Growth	-121	-67	-71	-106	-4
40	Arizona New Mexico	New Clubs	0	4	0	0	0
		Charter Members	0	126	3	0	0
		New Members	135	124	134	109	147
		Drops	231	165	273	213	195
		Net Growth	-71	111	-116	-87	-18
15	Wyoming	New Clubs	0	0	0	1	0
		Charter Members	0	0	0	25	0
		New Members	123	102	106	81	78
		Drops	165	137	167	126	161
		Net Growth	-14	-20	-48	-7	-70
Total	William Phillipi	NewCLubs	3	7	9	5	2
		CharterMembers	104	231	266	149	60
		NewMembers	1969	2043	1876	1707	1925
		Drops	3160	2726	3103	2869	2455
		NetGrowth	-756	-200	-685	-753	-202

### June (Only) Results

MD	GMT Area	CA 1	Jun-14	Jun-15	Jun-16	Jun-17
6	Colorado	New Clubs	0	0	1	0
		Charter Members	0	0	22	0
		New Members	35	28	18	46
		Drops	55	71	58	92
		Net Growth	-17	-36	-17	-37
17	Kansas	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	46	24	34	80
		Drops	135	129	97	114
		Net Growth	-89	-96	-62	-30
21	Arizona California	New Clubs	1	0	0	1
		Charter Members	24	1	0	26
		New Members	22	29	31	139
		Drops	104	133	180	164
		Net Growth	-54	-90	-138	22
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	7	20	15	29
		Drops	25	40	37	25
		Net Growth	-16	-20	-21	9
38	Nebraska	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	32	19	5	39
		Drops	40	91	43	32
		Net Growth	-8	-70	-37	9
40	Arizona New Mexico	New Clubs	1	0	0	0
		Charter Members	19	0	0	0
		New Members	13	9	9	19
		Drops	24	20	25	19
		Net Growth	11	-11	-15	2
15	Wyoming	New Clubs	0	0	1	0
		Charter Members	0	0	25	0
		New Members	9	4	3	18
		Drops	15	26	9	29
		Net Growth	-5	-22	20	-11
Total	William Phillipi	New Clubs	2	0	2	1
		Charter Members	43	2	47	26
		New Members	164	133	115	370
		Drops	398	510	449	475
		Net Growth	-178	-345	-270	-36

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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2013-2014 4th Qtr</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 4th Qtr</b>
<b>6</b>	<b>Colorado</b>	<b>New Clubs</b>	0	0	1
		<b>Charter Members</b>	3	0	22
		<b>New Members</b>	142	89	72
		<b>Drops</b>	145	161	146
		<b>Net Growth</b>	27	-58	-24
<b>17</b>	<b>Kansas</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	0	6	0
		<b>New Members</b>	112	129	104
		<b>Drops</b>	276	255	214
		<b>Net Growth</b>	-160	-111	-108
<b>21</b>	<b>Arizona California</b>	<b>New Clubs</b>	2	1	0
		<b>Charter Members</b>	53	43	0
		<b>New Members</b>	98	80	79
		<b>Drops</b>	191	197	318
		<b>Net Growth</b>	-27	-50	-216
<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	57	26
		<b>Drops</b>	52	72	74
		<b>Net Growth</b>	-22	-14	-46
<b>38</b>	<b>Nebraska</b>	<b>New Clubs</b>	0	0	0
		<b>Charter Members</b>	4	1	0
		<b>New Members</b>	93	69	29
		<b>Drops</b>	77	155	106
		<b>Net Growth</b>	22	-82	-72
<b>40</b>	<b>Arizona New Mexico</b>	<b>New Clubs</b>	2	0	0
		<b>Charter Members</b>	80	1	0
		<b>New Members</b>	40	24	19
		<b>Drops</b>	42	58	43
		<b>Net Growth</b>	91	-32	-21
<b>15</b>	<b>Wyoming</b>	<b>New Clubs</b>	0	0	1
		<b>Charter Members</b>	0	0	25
		<b>New Members</b>	22	11	31
		<b>Drops</b>	29	57	37
		<b>Net Growth</b>	-5	-43	22
<b>Total</b>	<b>William Phillipi</b>	<b>New Clubs</b>	4	1	2
		<b>Charter Members</b>	140	51	47
		<b>New Members</b>	533	459	360
		<b>Drops</b>	812	955	938
		<b>Net Growth</b>	-74	-390	-465

### MD Wise Analysis

MD	GMT Area	CA 1	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
4	California	New Clubs	11	16	28	17	36
		Charter Members	381	660	815	535	1172
		New Members	2100	2409	2535	2397	2569
		Drops	3544	3481	3302	3639	3386
		Net Growth	-782	-6	369	-421	685
19	British Columbia Idaho Washington	New Clubs	2	2	2	0	2
		Charter Members	49	57	50	7	69
		New Members	649	660	596	645	703
		Drops	983	1016	929	971	920
		Net Growth	-199	-154	-165	-216	-44
36	California Oregon	New Clubs	1	1	2	1	1
		Charter Members	51	29	64	32	28
		New Members	439	351	480	382	396
		Drops	673	616	666	632	584
		Net Growth	-131	-168	-53	-160	-102
37	Alberta Montana	New Clubs	0	1	0	0	0
		Charter Members	0	21	0	0	0
		New Members	223	204	205	0	0
		Drops	298	314	280	0	0
		Net Growth	-51	-66	-53	0	0
39	Idaho Oregon	New Clubs	0	0	1	0	2
		Charter Members	0	12	36	2	52
		New Members	172	124	174	161	152
		Drops	266	243	170	223	215
		Net Growth	-46	-95	57	-45	2
49	Alaska British Columbia Yukon Territory	New Clubs	2	2	1	1	4
		Charter Members	50	49	25	33	94
		New Members	458	497	415	361	325
		Drops	558	608	455	613	559
		Net Growth	17	-16	31	-168	-81
50	Hawaii	New Clubs	0	0	0	1	1
		Charter Members	0	3	4	47	35
		New Members	188	197	239	212	214
		Drops	277	277	214	256	293
		Net Growth	-63	-30	51	22	-12
46	California Nevada	New Clubs	1	1	1	2	3
		Charter Members	44	86	26	47	99
		New Members	171	202	173	141	193
		Drops	257	194	410	316	219
		Net Growth	5	127	-181	-83	94
37	Montana	New Clubs	0	0	0	0	2
		Charter Members	0	0	0	0	52
		New Members	0	0	0	164	110
		Drops	0	0	0	170	238
		Net Growth	0	0	0	8	-59
Total	Howard Hudson	NewCLubs	17	23	35	22	51
		CharterMembers	575	917	1020	703	1601
		NewMembers	4400	4644	4817	4463	4662
		Drops	6856	6749	6426	6820	6414
		NetGrowth	-1250	-408	56	-1063	483

### June (Only) Results

MD	GMT Area	CA 1	Jun-14	Jun-15	Jun-16	Jun-17
4	California	New Clubs Charter Members New Members Drops Net Growth	3 133 348 679 -170	12 300 179 687 -173	4 96 203 792 -462	8 222 403 648 12
19	British Columbia Idaho Washington	New Clubs Charter Members New Members Drops Net Growth	1 24 47 181 -54	2 43 47 159 -65	0 0 69 155 -67	0 1 124 174 -24
36	California Oregon	New Clubs Charter Members New Members Drops Net Growth	1 23 32 108 -39	0 7 60 161 -86	0 0 37 111 -69	0 0 89 78 14
37	Alberta Montana	New Clubs Charter Members New Members Drops Net Growth	0 0 15 24 -8	0 0 5 21 -14	0 0 0 0 0	0 0 0 0 0
39	Idaho Oregon	New Clubs Charter Members New Members Drops Net Growth	0 0 11 46 -34	0 0 13 13 1	0 0 8 12 -4	0 6 23 43 -10
49	Alaska British Columbia Yukon Territory	New Clubs Charter Members New Members Drops Net Growth	0 0 54 144 -79	0 0 28 139 -109	0 0 22 61 -39	1 22 38 93 -28
50	Hawaii	New Clubs Charter Members New Members Drops Net Growth	0 1 10 80 -37	0 0 22 25 -2	0 1 13 56 -42	0 0 41 52 -11
46	California Nevada	New Clubs Charter Members New Members Drops Net Growth	0 0 12 20 -5	0 0 20 64 -36	2 45 16 75 -7	2 49 56 50 57
37	Montana	New Clubs Charter Members New Members Drops Net Growth	0 0 0 0 0	0 0 0 0 0	0 0 5 18 -11	0 0 18 63 -45
<b>Total</b>	<b>Howard Hudson</b>	<b>New Clubs Charter Members New Members Drops Net Growth</b>	<b>5 181 529 1282 -426</b>	<b>14 350 374 1269 -484</b>	<b>6 142 373 1280 -701</b>	<b>11 300 792 1201 -35</b>



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

<b>MD</b>	<b>GMT Area</b>	<b>CA 1</b>	<b>2013-2014 4th Qtr</b>	<b>2014-2015 4th Qtr</b>	<b>2015-2016 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>	8 292 695 1144 -50	19 470 531 1112 -26	8 190 580 1217 -394
<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>	1 24 164 308 -59	2 43 137 208 -16	0 2 178 272 -55
<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>	1 23 102 179 -31	0 8 130 229 -79	0 1 87 187 -88
<b>37</b>	<b>Alberta Montana</b>	<b>New Clubs</b> <b>Charter Members</b> <b>New Members</b> <b>Drops</b> <b>Net Growth</b>	0 1 53 70 -11	0 0 41 82 -38	0 0 0 0 0
<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 34 76 -39	0 4 44 41 10	0 0 49 47 2
<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 0 173 223 -27	1 21 145 187 -13	0 1 141 104 57
<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 2 28 108 -43	0 1 71 36 42	0 17 37 76 -21
<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>	0 22 37 38 26	0 2 52 164 -96	2 46 40 134 -34
<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 0 0 0	0 0 0 0 0	0 0 31 38 -3
<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>	10 364 1286 2146 -234	22 549 1151 2059 -216	10 257 1143 2075 -536

