

MD ANALYSIS

CA 1 January Analysis

GAT Constitutional Area 1 Leader: JEROME THOMPSON

July 2017 to January 2018 (7 months) Results

CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
New Clubs	46	50	40	78	63
Charter Members	1777	1713	1527	2495	1987
New Members	17442	17864	16753	16115	14215
Drops	26464	26583	25587	24893	26229
Net Growth	-4845	-4562	-5163	-4088	-7917

January (Only Results)

CA 1	Jan-15	Jan-16	Jan-17	Jan-18
New Clubs	4	8	12	11
Charter Members	149	296	392	348
New Members	2750	2731	2593	2414
Drops	4052	4116	3927	3989
Net Growth	-732	-715	-572	-882

Statement for 3rd Quarter Results(previous 3 years)

CA 1	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
New Clubs	33	31	37
Charter Members	1046	999	1205
New Members	7579	7660	7305
Drops	9228	9444	8805
Net Growth	364	108	574

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
16	New Jersey	New Clubs	1	2	0	0	1
		Charter Members	23	61	7	3	26
		New Members	204	265	211	244	211
		Drops	410	341	412	389	353
		Net Growth	-144	0	-132	-109	-76
20	Bermuda New York	New Clubs	0	4	3	3	4
		Charter Members	9	122	98	83	109
		New Members	712	760	698	795	658
		Drops	1033	1008	1090	1046	1008
		Net Growth	-216	-24	-182	-78	-167
22	Delaware District Of Columbia Maryland	New Clubs	2	1	0	2	1
		Charter Members	56	24	4	87	43
		New Members	344	274	304	335	282
		Drops	512	514	454	414	554
		Net Growth	-57	-179	-100	42	-193
23	Connecticut	New Clubs	0	0	1	2	3
		Charter Members	4	4	40	68	51
		New Members	196	248	214	218	180
		Drops	457	393	348	361	382
		Net Growth	-230	-109	-69	-48	-123
33	Massachusetts	New Clubs	0	0	0	1	0
		Charter Members	7	4	8	26	4
		New Members	430	432	363	334	295
		Drops	472	598	534	523	523
		Net Growth	27	-129	-130	-113	-176
44	New Hampshire	New Clubs	0	1	1	1	2
		Charter Members	1	28	57	20	47
		New Members	131	153	122	125	108
		Drops	144	221	188	176	174
		Net Growth	-3	-25	0	-19	-13
42	Rhode Island	New Clubs	0	0	0	0	0
		Charter Members	0	0	3	1	0
		New Members	58	51	38	42	43
		Drops	113	114	65	43	52
		Net Growth	-49	-61	-12	1	-6
45	New York Vermont	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	46	49	41	52	37
		Drops	68	85	88	115	75
		Net Growth	-14	-35	-46	-57	-26
41	Maine	New Clubs	0	0	0	0	0
		Charter Members	0	0	4	0	0
		New Members	100	81	82	89	82
		Drops	142	115	106	123	117
		Net Growth	-32	-25	-13	-22	-29
Total	Mahesh Chitnis	New Clubs	3	8	5	9	11
		Charter Members	100	243	221	288	280
		New Members	2221	2313	2073	2234	1896
		Drops	3351	3389	3285	3190	3238
		Net Growth	-718	-587	-684	-403	-809

January (Only) Results

MD	GMT Area	CA 1	Jan-15	Jan-16	Jan-17	Jan-18
16	New Jersey	New Clubs	0	0	0	1
		Charter Members	1	0	2	22
		New Members	24	40	52	41
		Drops	59	42	54	35
		Net Growth	-31	0	6	28
20	Bermuda New York	New Clubs	1	1	1	3
		Charter Members	20	31	27	77
		New Members	148	103	104	146
		Drops	137	175	160	140
		Net Growth	40	-14	-25	92
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0	1
		Charter Members	0	0	0	43
		New Members	42	57	63	44
		Drops	75	59	69	129
		Net Growth	-25	3	-3	-39
23	Connecticut	New Clubs	0	1	1	0
		Charter Members	0	38	24	0
		New Members	35	35	47	43
		Drops	48	66	35	63
		Net Growth	-6	7	42	-18
33	Massachusetts	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	35	69	48	35
		Drops	70	55	88	52
		Net Growth	-32	22	-25	-6
44	New Hampshire	New Clubs	0	0	1	2
		Charter Members	3	0	20	40
		New Members	20	27	13	17
		Drops	10	19	10	40
		Net Growth	15	12	23	20
42	Rhode Island	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	9	3	8	8
		Drops	36	12	5	4
		Net Growth	-27	-4	3	5
45	New York Vermont	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	7	10	12	8
		Drops	10	13	23	9
		Net Growth	-3	-3	-10	-1
41	Maine	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	9	13	18	11
		Drops	24	12	16	26
		Net Growth	-15	1	4	-12
Total	Mahesh Chitnis	New Clubs	1	2	3	7
		Charter Members	24	69	73	182
		New Members	329	357	365	353
		Drops	469	453	460	498
		Net Growth	-84	24	15	69

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
16	New Jersey	New Clubs	2	0	0
		Charter Members	48	1	2
		New Members	117	117	108
		Drops	141	133	111
		Net Growth	33	-6	11
20	Bermuda New York	New Clubs	3	7	4
		Charter Members	66	207	99
		New Members	336	318	274
		Drops	318	334	326
		Net Growth	109	237	63
22	Delaware District Of Columbia Maryland	New Clubs	1	0	0
		Charter Members	29	1	1
		New Members	118	133	152
		Drops	155	138	151
		Net Growth	13	9	17
23	Connecticut	New Clubs	0	1	1
		Charter Members	0	40	28
		New Members	91	107	96
		Drops	102	133	84
		Net Growth	0	14	49
33	Massachusetts	New Clubs	0	0	0
		Charter Members	0	1	14
		New Members	114	175	139
		Drops	134	136	155
		Net Growth	-13	55	26
44	New Hampshire	New Clubs	0	1	1
		Charter Members	5	21	23
		New Members	46	70	50
		Drops	46	61	44
		Net Growth	12	37	33
42	Rhode Island	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	12	32	23
		Drops	60	41	14
		Net Growth	-45	-4	11
45	New York Vermont	New Clubs	0	0	0
		Charter Members	1	1	0
		New Members	29	27	24
		Drops	16	26	36
		Net Growth	14	4	-7
41	Maine	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	45	37	58
		Drops	67	39	44
		Net Growth	-17	2	18
Total	Mahesh Chitnis	New Clubs	6	9	6
		Charter Members	149	272	167
		New Members	908	1016	924
		Drops	1039	1041	965
		Net Growth	106	348	221

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
13	Ohio	New Clubs	2	1	0	2	1
		Charter Members	50	40	5	56	35
		New Members	590	556	518	491	392
		Drops	854	812	813	816	780
		Net Growth	-124	-148	-221	-227	-293
14	Pennsylvania	New Clubs	0	1	3	2	6
		Charter Members	14	33	112	52	202
		New Members	814	778	728	732	766
		Drops	1634	1430	1267	1208	1342
		Net Growth	-642	-518	-341	-345	-282
24	Virginia	New Clubs	0	0	0	1	2
		Charter Members	3	4	4	29	126
		New Members	326	358	358	305	334
		Drops	500	501	507	552	507
		Net Growth	-129	-90	-109	-155	-1
29	West Virginia	New Clubs	0	0	0	0	0
		Charter Members	14	2	1	2	1
		New Members	182	198	223	169	133
		Drops	328	352	273	304	303
		Net Growth	-111	-131	-33	-109	-147
Total	Cindy Gregg	New Clubs	2	2	3	5	9
		Charter Members	81	79	122	139	364
		New Members	1912	1890	1827	1697	1625
		Drops	3316	3095	2860	2880	2932
		Net Growth	-1006	-887	-704	-836	-723

January (Only) Results

MD	GMT Area	CA 1	Jan-15	Jan-16	Jan-17	Jan-18
13	Ohio	New Clubs	0	0	0	0
		Charter Members	7	0	1	1
		New Members	99	92	99	64
		Drops	118	113	150	94
		Net Growth	-3	-2	-46	-25
14	Pennsylvania	New Clubs	0	0	0	0
		Charter Members	0	1	2	5
		New Members	110	114	134	136
		Drops	220	180	216	217
		Net Growth	-91	-60	-64	-66
24	Virginia	New Clubs	0	0	0	0
		Charter Members	1	0	7	0
		New Members	44	68	62	40
		Drops	87	82	90	73
		Net Growth	-41	-12	-1	-29
29	West Virginia	New Clubs	0	0	0	0
		Charter Members	1	0	0	1
		New Members	29	22	34	22
		Drops	78	38	51	43
		Net Growth	-46	-14	-11	-19
Total	Cindy Gregg	New Clubs	0	0	0	0
		Charter Members	9	1	10	7
		New Members	282	296	329	262
		Drops	503	413	507	427
		Net Growth	-181	-88	-122	-139

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
13	Ohio	New Clubs	0	1	0
		Charter Members	7	22	11
		New Members	251	251	249
		Drops	274	264	343
		Net Growth	7	57	-68
14	Pennsylvania	New Clubs	1	0	2
		Charter Members	34	10	74
		New Members	278	352	333
		Drops	474	488	466
		Net Growth	-108	-102	-23
24	Virginia	New Clubs	0	2	0
		Charter Members	1	41	8
		New Members	121	181	159
		Drops	195	225	187
		Net Growth	-65	26	14
29	West Virginia	New Clubs	0	0	0
		Charter Members	1	0	0
		New Members	86	62	97
		Drops	122	99	117
		Net Growth	-25	-31	-9
Total	Cindy Gregg	New Clubs	1	3	2
		Charter Members	43	73	93
		New Members	736	846	838
		Drops	1065	1076	1113
		Net Growth	-191	-50	-86

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
1	Illinois	New Clubs	1	1	3	3	2
		Charter Members	23	32	114	80	60
		New Members	709	715	716	622	531
		Drops	1007	1017	874	978	995
		Net Growth	-190	-165	41	-166	-331
11	Michigan	New Clubs	2	0	3	1	1
		Charter Members	53	6	84	27	76
		New Members	550	499	457	542	476
		Drops	773	824	824	796	809
		Net Growth	-78	-241	-218	-163	-185
25	Indiana	New Clubs	0	0	0	2	0
		Charter Members	15	3	10	64	3
		New Members	454	496	462	436	378
		Drops	741	725	695	708	720
		Net Growth	-216	-156	-135	-165	-280
43	Kentucky	New Clubs	1	0	0	2	0
		Charter Members	27	3	5	48	3
		New Members	347	377	251	228	169
		Drops	392	477	439	425	463
		Net Growth	24	-54	-158	-99	-257
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	3
		New Members	54	59	80	52	40
		Drops	121	82	98	119	83
		Net Growth	-60	-11	-13	-62	-34
Total	Steve Anton	New Clubs	4	1	6	8	3
		Charter Members	118	44	213	219	145
		New Members	2114	2146	1966	1880	1594
		Drops	3034	3125	2930	3026	3070
		Net Growth	-520	-627	-483	-655	-1087

January (Only) Results

MD	GMT Area	CA 1	Jan-15	Jan-16	Jan-17	Jan-18
1	Illinois	New Clubs	0	0	1	0
		Charter Members	0	5	25	0
		New Members	121	140	140	98
		Drops	131	147	147	156
		Net Growth	15	11	42	-41
11	Michigan	New Clubs	0	0	0	1
		Charter Members	0	0	2	27
		New Members	88	87	108	71
		Drops	85	154	128	104
		Net Growth	20	-44	-7	2
25	Indiana	New Clubs	0	0	0	0
		Charter Members	0	1	1	0
		New Members	61	66	46	51
		Drops	99	89	89	100
		Net Growth	-32	-12	-37	-40
43	Kentucky	New Clubs	0	0	0	0
		Charter Members	2	0	1	0
		New Members	55	34	33	28
		Drops	95	61	52	81
		Net Growth	-29	-25	-14	-48
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	9	8	9	8
		Drops	18	12	16	21
		Net Growth	-6	-4	-7	-12
Total	Steve Anton	New Clubs	0	0	1	1
		Charter Members	2	6	29	27
		New Members	334	335	336	256
		Drops	428	463	432	462
		Net Growth	-32	-74	-23	-139

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
1	Illinois	New Clubs	1	0	1
		Charter Members	21	7	36
		New Members	298	331	315
		Drops	347	322	331
		Net Growth	30	41	62
11	Michigan	New Clubs	0	1	1
		Charter Members	2	30	69
		New Members	205	210	265
		Drops	241	288	320
		Net Growth	4	-1	35
25	Indiana	New Clubs	0	1	0
		Charter Members	1	22	4
		New Members	181	199	181
		Drops	274	241	227
		Net Growth	-74	-6	-31
43	Kentucky	New Clubs	0	0	1
		Charter Members	3	3	30
		New Members	164	108	86
		Drops	204	169	135
		Net Growth	-23	-47	-10
10	Michigan	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	32	26	30
		Drops	34	33	35
		Net Growth	4	-7	-5
Total	Steve Anton	New Clubs	1	2	3
		Charter Members	27	62	139
		New Members	880	874	877
		Drops	1100	1053	1048
		Net Growth	-59	-20	51

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
5	North Dakota South Dakota	New Clubs	0	0	0	0	0
		Charter Members	6	2	5	2	0
		New Members	253	264	223	229	175
		Drops	463	329	362	320	370
		Net Growth	-155	-39	-114	-67	-153
5M	Minnesota	New Clubs	1	1	1	5	2
		Charter Members	33	43	43	126	57
		New Members	850	817	837	736	784
		Drops	1036	1014	1086	968	1028
		Net Growth	-87	-68	-137	-23	-75
9	Iowa	New Clubs	1	0	0	2	0
		Charter Members	36	5	2	58	4
		New Members	356	352	319	392	333
		Drops	511	615	542	563	581
		Net Growth	-80	-229	-180	-70	-199
27	Wisconsin	New Clubs	0	1	1	1	2
		Charter Members	2	31	22	21	46
		New Members	875	815	884	802	724
		Drops	1038	1080	1081	1023	1077
		Net Growth	-85	-106	-86	-122	-218
Total	Michael Molenda	New Clubs	2	2	2	8	4
		Charter Members	77	81	72	207	107
		New Members	2334	2248	2263	2159	2016
		Drops	3048	3038	3071	2874	3056
		Net Growth	-407	-442	-517	-282	-645

January (Only) Results

MD	GMT Area	CA 1	Jan-15	Jan-16	Jan-17	Jan-18
5	North Dakota South Dakota	New Clubs	0	0	0	0
		Charter Members	1	5	0	0
		New Members	59	45	39	34
		Drops	46	44	61	61
		Net Growth	20	16	-16	-24
5M	Minnesota	New Clubs	0	0	0	0
		Charter Members	4	3	1	6
		New Members	131	160	123	150
		Drops	182	174	128	165
		Net Growth	-34	2	0	29
9	Iowa	New Clubs	0	0	1	0
		Charter Members	0	0	35	0
		New Members	56	47	43	50
		Drops	80	84	71	103
		Net Growth	-19	-26	19	-45
27	Wisconsin	New Clubs	0	1	1	0
		Charter Members	0	20	20	2
		New Members	128	140	109	110
		Drops	186	244	169	198
		Net Growth	-43	-75	-29	-70
Total	Michael Molenda	New Clubs	0	1	2	0
		Charter Members	5	28	56	8
		New Members	374	392	314	344
		Drops	494	546	429	527
		Net Growth	-76	-83	-26	-110

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
5	North Dakota South Dakota	New Clubs	0	0	0
		Charter Members	6	5	0
		New Members	146	101	112
		Drops	171	134	131
		Net Growth	15	-16	-7
5M	Minnesota	New Clubs	0	3	0
		Charter Members	5	83	4
		New Members	352	403	330
		Drops	333	392	290
		Net Growth	48	134	64
9	Iowa	New Clubs	0	1	1
		Charter Members	1	28	40
		New Members	149	168	178
		Drops	173	209	172
		Net Growth	-9	7	65
27	Wisconsin	New Clubs	1	2	1
		Charter Members	91	41	21
		New Members	327	381	346
		Drops	451	461	428
		Net Growth	5	-16	-22
Total	Michael Molenda	New Clubs	1	6	2
		Charter Members	103	157	65
		New Members	974	1053	966
		Drops	1128	1196	1021
		Net Growth	59	109	100

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
12	Tennessee	New Clubs	4	0	0	2	2
		Charter Members	167	1	6	58	74
		New Members	483	363	367	336	269
		Drops	617	592	613	530	520
		Net Growth	59	-198	-213	-98	-136
18	Georgia	New Clubs	2	2	0	0	1
		Charter Members	60	64	7	1	28
		New Members	316	330	294	259	150
		Drops	535	560	457	510	383
		Net Growth	-110	-135	-98	-222	-182
30	Mississippi	New Clubs	0	0	0	1	1
		Charter Members	16	0	4	36	29
		New Members	133	187	143	103	135
		Drops	238	223	214	216	247
		Net Growth	-71	-28	-44	-54	-59
31	North Carolina	New Clubs	1	0	0	2	1
		Charter Members	30	9	3	78	28
		New Members	305	342	283	306	241
		Drops	651	623	528	491	604
		Net Growth	-242	-211	-213	-36	-295
32	South Carolina	New Clubs	0	1	0	2	0
		Charter Members	1	30	7	63	0
		New Members	211	196	214	175	170
		Drops	384	381	302	275	303
		Net Growth	-138	-111	-58	-5	-107
34	Alabama	New Clubs	2	2	3	0	1
		Charter Members	44	55	87	9	35
		New Members	235	189	167	153	124
		Drops	315	303	277	340	277
		Net Growth	5	-24	3	-162	-96
35	Bahamas Florida	New Clubs	1	2	1	2	4
		Charter Members	39	65	55	97	102
		New Members	477	489	399	356	337
		Drops	686	690	642	708	764
		Net Growth	-77	-1	-73	-138	-224
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	2
		New Members	0	0	0	0	22
		Drops	0	0	0	0	260
		Net Growth	0	0	0	0	-227
60	Various	New Clubs	0	0	0	0	0
		Charter Members	0	0	13	1	0
		New Members	0	0	108	132	67
		Drops	0	0	114	157	209
		Net Growth	0	0	30	-17	-133
Total	Stacey Jones	New Clubs	10	7	4	9	10
		Charter Members	357	224	182	343	298
		New Members	2160	2096	1975	1820	1515
		Drops	3426	3372	3147	3227	3567
		Net Growth	-574	-708	-666	-732	-1459

January (Only) Results

MD	GMT Area	CA 1	Jan-15	Jan-16	Jan-17	Jan-18
12	Tennessee	New Clubs	0	0	0	1
		Charter Members	0	0	1	23
		New Members	62	41	59	47
		Drops	87	156	81	80
		Net Growth	-19	-111	-13	-3
18	Georgia	New Clubs	1	0	0	0
		Charter Members	34	1	0	1
		New Members	53	41	50	32
		Drops	109	73	97	77
		Net Growth	-19	-14	-38	-38
30	Mississippi	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	31	9	7	19
		Drops	64	42	49	35
		Net Growth	-33	-31	-36	-15
31	North Carolina	New Clubs	0	0	0	0
		Charter Members	1	0	14	2
		New Members	63	62	32	27
		Drops	148	95	83	87
		Net Growth	-77	-29	-19	-50
32	South Carolina	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	34	40	38	28
		Drops	75	65	52	63
		Net Growth	-33	-24	-12	-29
34	Alabama	New Clubs	0	0	0	0
		Charter Members	1	6	0	12
		New Members	33	28	34	9
		Drops	31	70	62	36
		Net Growth	19	-31	-26	-7
35	Bahamas Florida	New Clubs	0	0	0	0
		Charter Members	0	2	6	7
		New Members	74	69	59	80
		Drops	92	105	85	112
		Net Growth	1	-18	-9	-2
60	Various	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	0	14	30	7
		Drops	0	21	19	30
		Net Growth	0	-6	12	-19
Total	Stacey Jones	New Clubs	1	0	0	1
		Charter Members	37	10	21	46
		New Members	350	304	309	249
		Drops	606	627	528	520
		Net Growth	-161	-264	-141	-163

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
12	Tennessee	New Clubs	0	0	0
		Charter Members	1	0	5
		New Members	118	138	151
		Drops	183	227	171
		Net Growth	-49	-80	2
18	Georgia	New Clubs	2	0	0
		Charter Members	60	1	3
		New Members	122	120	128
		Drops	181	212	185
		Net Growth	16	-67	-35
30	Mississippi	New Clubs	0	1	0
		Charter Members	0	26	0
		New Members	65	66	50
		Drops	128	114	98
		Net Growth	-56	-15	-32
31	North Carolina	New Clubs	1	0	3
		Charter Members	25	1	82
		New Members	167	149	139
		Drops	279	217	204
		Net Growth	-68	-58	44
32	South Carolina	New Clubs	0	0	1
		Charter Members	1	0	26
		New Members	110	93	107
		Drops	133	127	154
		Net Growth	-13	-25	-11
34	Alabama	New Clubs	3	1	0
		Charter Members	84	48	3
		New Members	124	88	72
		Drops	92	138	144
		Net Growth	132	3	-61
35	Bahamas Florida	New Clubs	1	0	1
		Charter Members	23	12	30
		New Members	192	194	193
		Drops	236	253	200
		Net Growth	25	1	76
60	Various	New Clubs	0	1	0
		Charter Members	0	24	0
		New Members	0	55	99
		Drops	0	46	53
		Net Growth	0	38	50
Total	Stacey Jones	New Clubs	7	3	5
		Charter Members	194	112	149
		New Members	898	903	939
		Drops	1232	1334	1209
		Net Growth	-13	-203	33

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
2	Texas	New Clubs	14	10	6	14	10
		Charter Members	490	344	226	408	300
		New Members	1728	1977	1905	1829	1618
		Drops	3040	3213	3009	3051	3008
		Net Growth	-578	-619	-695	-619	-903
3	Oklahoma	New Clubs	0	2	0	0	0
		Charter Members	0	54	1	1	8
		New Members	302	275	217	185	190
		Drops	454	396	309	350	353
		Net Growth	-102	-47	-71	-137	-122
7	Arkansas	New Clubs	1	3	1	0	1
		Charter Members	38	83	26	0	25
		New Members	170	207	184	173	181
		Drops	318	338	363	300	289
		Net Growth	-103	-6	-130	-99	-54
8	Louisiana	New Clubs	1	2	0	0	0
		Charter Members	37	99	10	2	2
		New Members	232	292	258	194	162
		Drops	268	455	367	320	303
		Net Growth	22	-24	-69	-102	-120
26	Missouri	New Clubs	1	0	0	2	1
		Charter Members	52	1	4	50	30
		New Members	501	459	446	493	384
		Drops	755	691	734	576	702
		Net Growth	-136	-173	-225	31	-244
Total	Joe Al Picone	New Clubs	17	17	7	16	12
		Charter Members	617	581	267	461	365
		New Members	2933	3210	3010	2874	2535
		Drops	4835	5093	4782	4597	4655
		Net Growth	-897	-869	-1190	-926	-1443

January (Only) Results

MD	GMT Area	CA 1	Jan-15	Jan-16	Jan-17	Jan-18
2	Texas	New Clubs	1	1	3	2
		Charter Members	31	31	103	69
		New Members	317	302	301	274
		Drops	451	488	565	463
		Net Growth	-48	-121	-122	-86
3	Oklahoma	New Clubs	0	0	0	0
		Charter Members	3	0	0	0
		New Members	37	28	28	31
		Drops	75	46	76	75
		Net Growth	-33	-14	-45	-37
7	Arkansas	New Clubs	1	0	0	0
		Charter Members	24	0	0	0
		New Members	24	52	33	44
		Drops	79	55	49	42
		Net Growth	-24	2	-14	4
8	Louisiana	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	58	22	21	9
		Drops	72	48	39	36
		Net Growth	-9	-13	-18	-27
26	Missouri	New Clubs	0	0	0	0
		Charter Members	0	1	1	2
		New Members	58	76	96	65
		Drops	84	134	105	119
		Net Growth	-22	-43	7	-46
Total	Joe Al Picone	New Clubs	2	1	3	2
		Charter Members	58	33	104	71
		New Members	494	480	479	423
		Drops	761	771	834	735
		Net Growth	-136	-189	-192	-192

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
2	Texas	New Clubs	7	2	10
		Charter Members	217	73	303
		New Members	982	888	837
		Drops	1104	1115	1117
		Net Growth	220	-70	126
3	Oklahoma	New Clubs	0	0	0
		Charter Members	4	0	0
		New Members	120	97	86
		Drops	163	116	146
		Net Growth	-28	-9	-53
7	Arkansas	New Clubs	1	0	0
		Charter Members	30	1	0
		New Members	60	121	102
		Drops	141	119	106
		Net Growth	-41	10	4
8	Louisiana	New Clubs	1	0	0
		Charter Members	40	1	0
		New Members	128	68	79
		Drops	155	121	125
		Net Growth	24	-38	-43
26	Missouri	New Clubs	0	0	0
		Charter Members	0	1	2
		New Members	184	199	226
		Drops	266	266	306
		Net Growth	-70	-32	-55
Total	Joe Al Picone	New Clubs	9	2	10
		Charter Members	291	76	305
		New Members	1474	1373	1330
		Drops	1829	1737	1800
		Net Growth	105	-139	-21

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
6	Colorado	New Clubs	0	1	0	1	0
		Charter Members	0	25	0	21	0
		New Members	236	193	155	158	147
		Drops	262	424	274	228	247
		Net Growth	-6	-155	-100	-27	-83
17	Kansas	New Clubs	0	1	1	0	1
		Charter Members	1	32	23	1	22
		New Members	259	265	231	272	190
		Drops	403	421	384	387	354
		Net Growth	-117	-86	-94	-70	-119
21	Arizona California	New Clubs	0	3	1	0	0
		Charter Members	19	80	52	8	13
		New Members	304	258	332	260	189
		Drops	347	346	379	305	358
		Net Growth	48	31	64	28	-102
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	79	71	81	71	45
		Drops	118	110	105	86	98
		Net Growth	-33	-34	-20	-14	-50
38	Nebraska	New Clubs	0	0	1	0	0
		Charter Members	1	2	20	0	0
		New Members	161	170	159	113	101
		Drops	240	205	237	163	212
		Net Growth	-65	-4	-39	-42	-101
40	Arizona New Mexico	New Clubs	0	0	0	0	1
		Charter Members	0	0	0	0	24
		New Members	74	82	67	81	57
		Drops	93	186	139	102	107
		Net Growth	-11	-92	-62	-9	-17
15	Wyoming	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	51	71	40	35	30
		Drops	89	83	76	94	75
		Net Growth	-26	-5	-28	-48	-42
Total	William Phillipi	New Clubs	0	5	3	1	2
		Charter Members	21	139	95	30	59
		New Members	1164	1110	1065	990	759
		Drops	1552	1775	1594	1365	1451
		Net Growth	-210	-345	-279	-182	-514

January (Only) Results

MD	GMT Area	CA 1	Jan-15	Jan-16	Jan-17	Jan-18
6	Colorado	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	21	38	23	51
		Drops	45	55	38	44
		Net Growth	-19	-14	-13	11
17	Kansas	New Clubs	0	1	0	0
		Charter Members	4	22	0	0
		New Members	44	49	48	28
		Drops	65	73	52	42
		Net Growth	-10	13	6	-13
21	Arizona California	New Clubs	0	0	0	0
		Charter Members	0	4	0	0
		New Members	41	47	28	29
		Drops	57	45	25	64
		Net Growth	0	17	9	-21
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	16	16	9	10
		Drops	11	17	13	19
		Net Growth	7	1	-4	-9
38	Nebraska	New Clubs	0	1	0	0
		Charter Members	0	20	0	0
		New Members	21	22	22	18
		Drops	24	58	33	18
		Net Growth	18	-13	-10	1
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	15	11	15	3
		Drops	66	24	31	6
		Net Growth	-47	-13	-13	-2
15	Wyoming	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	22	9	10	5
		Drops	15	8	4	21
		Net Growth	8	1	10	-16
Total	William Phillipi	New Clubs	0	2	0	0
		Charter Members	4	46	0	0
		New Members	180	192	155	144
		Drops	283	280	196	214
		Net Growth	-43	-8	-15	-49

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
6	Colorado	New Clubs	0	0	0
		Charter Members	0	1	0
		New Members	70	92	86
		Drops	100	116	84
		Net Growth	-19	-16	9
17	Kansas	New Clubs	1	1	0
		Charter Members	24	23	0
		New Members	113	115	116
		Drops	185	165	126
		Net Growth	-34	1	6
21	Arizona California	New Clubs	2	0	0
		Charter Members	54	4	0
		New Members	111	95	87
		Drops	125	109	71
		Net Growth	68	14	29
28	Utah	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	23	56	21
		Drops	36	50	29
		Net Growth	-10	9	-6
38	Nebraska	New Clubs	0	1	0
		Charter Members	0	25	0
		New Members	81	63	79
		Drops	73	101	74
		Net Growth	33	-8	7
40	Arizona New Mexico	New Clubs	0	0	0
		Charter Members	2	0	0
		New Members	43	34	36
		Drops	95	55	63
		Net Growth	-39	-17	-13
15	Wyoming	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	46	19	24
		Drops	42	21	17
		Net Growth	8	0	11
Total	William Phillipi	New Clubs	3	2	0
Charter Members		80	53	0	
New Members		487	474	449	
Drops		656	617	464	
Net Growth		7	-17	43	

MD Wise Analysis

MD	GMT Area	CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
4	California	New Clubs	5	5	8	16	9
		Charter Members	288	220	289	630	287
		New Members	1334	1572	1459	1469	1305
		Drops	1985	1868	2005	1974	2447
		Net Growth	-175	121	-73	335	-607
19	British Columbia Idaho Washington	New Clubs	0	0	0	0	2
		Charter Members	10	6	2	2	49
		New Members	397	345	339	306	350
		Drops	591	634	600	567	557
		Net Growth	-109	-188	-204	-204	-114
36	California Oregon	New Clubs	0	2	1	1	0
		Charter Members	6	56	29	28	4
		New Members	205	261	220	173	192
		Drops	359	358	394	395	343
		Net Growth	-111	11	-111	-155	-118
37	Alberta Montana	New Clubs	1	0	0	0	0
		Charter Members	20	0	0	0	0
		New Members	122	129	0	0	0
		Drops	186	164	0	0	0
		Net Growth	-32	-18	0	0	0
39	Idaho Oregon	New Clubs	0	0	0	2	0
		Charter Members	0	10	1	43	1
		New Members	62	102	84	80	49
		Drops	136	105	159	97	117
		Net Growth	-65	17	-64	29	-58
49	Alaska British Columbia Yukon Territory	New Clubs	1	0	1	0	0
		Charter Members	29	4	32	3	2
		New Members	220	217	144	177	162
		Drops	350	193	336	289	325
		Net Growth	-78	56	-143	-68	-146
50	Hawaii	New Clubs	0	0	0	1	0
		Charter Members	1	2	1	22	1
		New Members	145	137	143	103	66
		Drops	148	153	160	185	167
		Net Growth	8	1	-5	-38	-82
46	California Nevada	New Clubs	1	1	0	0	1
		Charter Members	52	24	1	28	25
		New Members	119	88	82	92	70
		Drops	147	221	151	114	209
		Net Growth	49	-97	-38	19	-102
37	Montana	New Clubs	0	0	0	2	0
		Charter Members	0	0	0	52	0
		New Members	0	0	103	61	81
		Drops	0	0	113	113	95
		Net Growth	0	0	-2	10	-10
Total	Howard Hudson	New Clubs	8	8	10	22	12
		Charter Members	406	322	355	808	369
		New Members	2604	2851	2574	2461	2275
		Drops	3902	3696	3918	3734	4260
		Net Growth	-513	-97	-640	-72	-1237

January (Only) Results

MD	GMT Area	CA 1	Jan-15	Jan-16	Jan-17	Jan-18
4	California	New Clubs	0	2	3	0
		Charter Members	9	102	96	4
		New Members	168	180	130	224
		Drops	250	266	239	287
		Net Growth	-32	41	14	-25
19	British Columbia Idaho Washington	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	56	64	67	66
		Drops	82	105	89	102
		Net Growth	-13	-32	-14	-30
36	California Oregon	New Clubs	0	0	0	0
		Charter Members	0	0	0	2
		New Members	43	48	24	32
		Drops	61	80	61	78
		Net Growth	-13	-24	-25	-33
37	Alberta Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	25	0	0	0
		Drops	25	0	0	0
		Net Growth	2	0	0	0
39	Idaho Oregon	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	27	19	17	9
		Drops	15	47	22	26
		Net Growth	13	-27	-5	-16
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	65	14	42	26
		Drops	45	14	79	41
		Net Growth	29	1	-29	-12
50	Hawaii	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	14	25	8	2
		Drops	17	21	17	15
		Net Growth	-2	6	-1	-10
46	California Nevada	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	9	6	6	14
		Drops	13	12	11	39
		Net Growth	-3	1	-4	-25
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	0	3	0
		New Members	0	19	12	10
		Drops	0	18	23	18
		Net Growth	0	1	-4	-8
Total	Howard Hudson	New Clubs	0	2	3	0
		Charter Members	10	103	99	7
		New Members	407	375	306	383
		Drops	508	563	541	606
		Net Growth	-19	-33	-68	-159

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2014-2015 3rd Qtr	2015-2016 3rd Qtr	2016-2017 3rd Qtr
4	California	New Clubs	4	3	6
		Charter Members	134	158	186
		New Members	600	538	476
		Drops	572	683	557
		Net Growth	242	87	167
19	British Columbia Idaho Washington	New Clubs	0	0	1
		Charter Members	1	3	36
		New Members	170	192	205
		Drops	169	204	180
		Net Growth	26	11	80
36	California Oregon	New Clubs	0	0	0
		Charter Members	0	2	0
		New Members	132	123	106
		Drops	140	131	112
		Net Growth	2	15	17
37	Alberta Montana	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	60	0	0
		Drops	59	0	0
		Net Growth	5	0	0
39	Idaho Oregon	New Clubs	1	0	0
		Charter Members	22	1	0
		New Members	55	47	36
		Drops	39	64	47
		Net Growth	43	-10	-9
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	2
		Charter Members	1	0	47
		New Members	118	90	65
		Drops	120	187	161
		Net Growth	17	-81	-34
50	Hawaii	New Clubs	0	1	0
		Charter Members	1	29	13
		New Members	45	57	51
		Drops	42	41	42
		Net Growth	6	54	38
46	California Nevada	New Clubs	0	0	0
		Charter Members	0	1	2
		New Members	42	25	23
		Drops	38	43	39
		Net Growth	9	-10	-10
37	Montana	New Clubs	0	0	0
		Charter Members	0	0	3
		New Members	0	49	20
		Drops	0	37	47
		Net Growth	0	14	-16
Total	Howard Hudson	New Clubs	5	4	9
		Charter Members	159	194	287
		New Members	1222	1121	982
		Drops	1179	1390	1185
		Net Growth	350	80	233

