

MD ANALYSIS

CA 1 February Analysis

GAT Constitutional Area 1 Leader: JEROME THOMPSON

July 2017 to February 2018 (8 months) Results

CA 1	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018
New Clubs	54	56	47	91	66
Charter Members	2019	1970	1785	2956	2205
New Members	19796	20296	19272	18275	16298
Drops	29165	29270	28395	27398	28716
Net Growth	-4626	-4264	-4918	-3703	-7849

February (Only Results)

CA 1	Feb-15	Feb-16	Feb-17	Feb-18
New Clubs	6	7	13	3
Charter Members	257	258	461	218
New Members	2432	2519	2160	2083
Drops	2687	2808	2505	2487
Net Growth	298	245	385	68

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	3	0	0	1
		Charter Members	23	83	8	3	29
		New Members	229	316	253	273	230
		Drops	441	371	462	410	379
		Net Growth	-149	47	-135	-96	-78
20	Bermuda New York	New Clubs	0	4	5	5	5
		Charter Members	9	123	164	133	142
		New Members	801	859	792	883	756
		Drops	1117	1086	1183	1139	1104
		Net Growth	-200	9	-103	-25	-129
22	Delaware District Of Columbia Maryland	New Clubs	2	1	0	2	1
		Charter Members	59	29	4	88	44
		New Members	373	303	346	382	323
		Drops	570	552	503	467	601
		Net Growth	-75	-176	-104	43	-190
23	Connecticut	New Clubs	0	0	1	2	3
		Charter Members	4	4	40	72	51
		New Members	228	275	250	239	205
		Drops	496	426	375	387	396
		Net Growth	-234	-114	-60	-47	-111
33	Massachusetts	New Clubs	0	0	0	1	0
		Charter Members	7	4	8	38	4
		New Members	488	467	419	378	347
		Drops	497	629	568	559	550
		Net Growth	62	-124	-106	-86	-147
44	New Hampshire	New Clubs	0	1	1	1	2
		Charter Members	1	30	57	23	50
		New Members	154	171	149	134	116
		Drops	158	243	213	184	180
		Net Growth	6	-23	2	-12	-6
42	Rhode Island	New Clubs	0	0	0	0	0
		Charter Members	0	0	3	1	0
		New Members	61	54	61	47	50
		Drops	116	136	67	44	57
		Net Growth	-47	-77	9	5	-4
45	New York Vermont	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	60	52	48	59	45
		Drops	76	88	98	124	82
		Net Growth	-7	-35	-49	-57	-24
41	Maine	New Clubs	0	0	0	0	0
		Charter Members	0	0	4	0	0
		New Members	113	90	91	106	97
		Drops	148	140	126	143	126
		Net Growth	-23	-39	-21	-24	-21
Total	Mahesh Chitnis	New Clubs	3	9	7	11	12
		Charter Members	103	273	288	358	320
		New Members	2507	2587	2409	2501	2169
		Drops	3619	3671	3595	3457	3475
		Net Growth	-667	-532	-567	-299	-710

February (Only) Results

MD	GMT Area	CA 1	Feb-15	Feb-16	Feb-17	Feb-18
16	New Jersey	New Clubs	1	0	0	0
		Charter Members	22	1	0	3
		New Members	51	42	29	19
		Drops	30	50	21	26
		Net Growth	47	-3	13	-2
20	Bermuda New York	New Clubs	0	2	2	1
		Charter Members	1	66	50	33
		New Members	99	94	88	98
		Drops	78	93	93	96
		Net Growth	33	79	53	38
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0	0
		Charter Members	5	0	1	1
		New Members	29	42	47	41
		Drops	38	49	53	47
		Net Growth	3	-4	1	3
23	Connecticut	New Clubs	0	0	0	0
		Charter Members	0	0	4	0
		New Members	27	36	21	25
		Drops	33	27	26	14
		Net Growth	-5	9	1	12
33	Massachusetts	New Clubs	0	0	0	0
		Charter Members	0	0	12	0
		New Members	35	56	44	52
		Drops	31	34	36	27
		Net Growth	5	24	27	29
44	New Hampshire	New Clubs	0	0	0	0
		Charter Members	2	0	3	3
		New Members	18	27	9	8
		Drops	22	25	8	6
		Net Growth	2	2	7	7
42	Rhode Island	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	3	23	5	7
		Drops	22	2	1	5
		Net Growth	-16	21	4	2
45	New York Vermont	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	3	7	7	8
		Drops	3	10	9	7
		Net Growth	0	-3	0	2
41	Maine	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	9	9	17	15
		Drops	25	20	20	9
		Net Growth	-14	-8	-2	8
Total	Mahesh Chitnis	New Clubs	1	2	2	1
		Charter Members	30	67	70	40
		New Members	274	336	267	273
		Drops	282	310	267	237
		Net Growth	55	117	104	99

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	53	40	6	65	35
		New Members	676	639	596	573	445
		Drops	949	901	900	908	862
		Net Growth	-124	-148	-206	-221	-317
14	Pennsylvania	New Clubs	0	1	3	3	6
		Charter Members	14	37	114	89	205
		New Members	927	869	854	827	849
		Drops	1791	1557	1411	1319	1475
		Net Growth	-672	-527	-344	-309	-319
24	Virginia	New Clubs	0	0	0	1	2
		Charter Members	4	4	4	30	127
		New Members	403	400	427	367	371
		Drops	602	564	577	604	552
		Net Growth	-143	-107	-99	-135	-3
29	West Virginia	New Clubs	0	0	0	0	1
		Charter Members	14	2	1	2	21
		New Members	219	228	246	198	148
		Drops	364	382	309	337	329
		Net Growth	-104	-123	-43	-113	-135
Total	Cindy Gregg	New Clubs	2	2	3	6	10
		Charter Members	85	83	125	186	388
		New Members	2225	2136	2123	1965	1813
		Drops	3706	3404	3197	3168	3218
		Net Growth	-1043	-905	-692	-778	-774

February (Only) Results

MD	GMT Area	CA 1	Feb-15	Feb-16	Feb-17	Feb-18
13	Ohio	New Clubs	0	0	0	0
		Charter Members	0	1	9	0
		New Members	83	78	82	53
		Drops	89	87	92	82
		Net Growth	0	15	6	-24
14	Pennsylvania	New Clubs	0	0	1	0
		Charter Members	4	2	37	3
		New Members	91	126	95	83
		Drops	127	144	111	133
		Net Growth	-9	-3	36	-37
24	Virginia	New Clubs	0	0	0	0
		Charter Members	0	0	1	1
		New Members	42	69	62	37
		Drops	63	70	52	45
		Net Growth	-17	10	20	-2
29	West Virginia	New Clubs	0	0	0	1
		Charter Members	0	0	0	20
		New Members	30	23	29	15
		Drops	30	36	33	26
		Net Growth	8	-10	-4	12
Total	Cindy Gregg	New Clubs	0	0	1	1
		Charter Members	4	3	47	24
		New Members	246	296	268	188
		Drops	309	337	288	286
		Net Growth	-18	12	58	-51

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	116	90	61
		New Members	785	807	819	690	617
		Drops	1078	1092	950	1078	1121
		Net Growth	-183	-126	78	-177	-364
11	Michigan	New Clubs	3	0	3	2	1
		Charter Members	74	7	85	94	76
		New Members	607	555	517	629	550
		Drops	852	904	901	903	935
		Net Growth	-74	-260	-214	-113	-233
25	Indiana	New Clubs	0	0	1	2	0
		Charter Members	15	3	31	67	3
		New Members	509	560	530	498	428
		Drops	810	816	778	786	774
		Net Growth	-222	-178	-127	-176	-282
43	Kentucky	New Clubs	1	0	0	2	0
		Charter Members	27	3	6	48	3
		New Members	402	437	282	245	200
		Drops	460	527	500	449	496
		Net Growth	12	-43	-182	-105	-242
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	3
		New Members	71	66	88	62	54
		Drops	142	93	109	136	91
		Net Growth	-60	-13	-16	-69	-28
Total	Steve Anton	New Clubs	5	1	7	9	3
		Charter Members	139	45	238	299	146
		New Members	2374	2425	2236	2124	1849
		Drops	3342	3432	3238	3352	3417
		Net Growth	-527	-620	-461	-640	-1149

February (Only) Results

MD	GMT Area	CA 1	Feb-15	Feb-16	Feb-17	Feb-18
1	Illinois	New Clubs	0	0	0	0
		Charter Members	0	2	10	1
		New Members	92	103	68	86
		Drops	75	76	100	126
		Net Growth	39	37	-11	-33
11	Michigan	New Clubs	0	0	1	0
		Charter Members	1	1	67	0
		New Members	56	60	87	74
		Drops	80	77	107	126
		Net Growth	-19	4	50	-48
25	Indiana	New Clubs	0	1	0	0
		Charter Members	0	21	3	0
		New Members	64	68	62	50
		Drops	91	83	78	54
		Net Growth	-22	8	-11	-2
43	Kentucky	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	60	31	17	31
		Drops	50	61	24	33
		Net Growth	11	-24	-6	15
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	7	8	10	14
		Drops	11	11	17	8
		Net Growth	-2	-3	-7	6
Total	Steve Anton	New Clubs	0	1	1	0
		Charter Members	1	25	80	1
		New Members	279	270	244	255
		Drops	307	308	326	347
		Net Growth	7	22	15	-62

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	282	325	247	251	212
		Drops	524	403	413	339	389
		Net Growth	-185	-46	-139	-60	-132
5M	Minnesota	New Clubs	2	1	3	5	2
		Charter Members	55	44	99	128	57
		New Members	945	926	982	831	884
		Drops	1122	1101	1197	1064	1138
		Net Growth	-48	-41	-33	-16	-81
9	Iowa	New Clubs	1	0	0	2	0
		Charter Members	36	6	4	63	5
		New Members	417	395	380	439	368
		Drops	576	659	603	617	641
		Net Growth	-81	-225	-172	-67	-198
27	Wisconsin	New Clubs	0	2	2	1	2
		Charter Members	2	106	42	21	47
		New Members	973	901	982	925	817
		Drops	1162	1212	1201	1155	1182
		Net Growth	-101	-61	-79	-115	-219
Total	Michael Molenda	New Clubs	3	3	5	8	4
		Charter Members	99	158	150	214	109
		New Members	2617	2547	2591	2446	2281
		Drops	3384	3375	3414	3175	3350
		Net Growth	-415	-373	-423	-258	-630

February (Only) Results

MD	GMT Area	CA 1	Feb-15	Feb-16	Feb-17	Feb-18
5	North Dakota South Dakota	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	61	24	22	37
		Drops	74	51	19	19
		Net Growth	-7	-25	7	21
5M	Minnesota	New Clubs	0	2	0	0
		Charter Members	1	56	2	0
		New Members	109	145	95	100
		Drops	87	111	96	110
		Net Growth	27	104	7	-6
9	Iowa	New Clubs	0	0	0	0
		Charter Members	1	2	5	1
		New Members	43	61	47	35
		Drops	44	61	54	60
		Net Growth	4	8	3	1
27	Wisconsin	New Clubs	1	1	0	0
		Charter Members	75	20	0	1
		New Members	86	98	123	93
		Drops	132	120	132	105
		Net Growth	45	7	7	-1
Total	Michael Molenda	New Clubs	1	3	0	0
		Charter Members	77	78	7	2
		New Members	299	328	287	265
		Drops	337	343	301	294
		Net Growth	69	94	24	15

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	2	6	58	115
		New Members	535	387	440	369	349
		Drops	667	665	650	578	569
		Net Growth	64	-240	-174	-106	-42
18	Georgia	New Clubs	3	2	0	0	1
		Charter Members	81	65	7	1	28
		New Members	350	370	328	296	186
		Drops	592	603	545	540	462
		Net Growth	-107	-130	-148	-212	-224
30	Mississippi	New Clubs	0	0	0	1	1
		Charter Members	16	0	5	36	29
		New Members	155	204	170	119	164
		Drops	261	254	264	236	279
		Net Growth	-70	-39	-64	-49	-60
31	North Carolina	New Clubs	1	0	0	3	1
		Charter Members	32	11	3	102	30
		New Members	354	392	331	360	287
		Drops	722	698	591	559	658
		Net Growth	-256	-223	-225	-21	-298
32	South Carolina	New Clubs	0	1	0	3	0
		Charter Members	1	30	7	87	0
		New Members	232	223	230	207	189
		Drops	415	411	326	347	324
		Net Growth	-145	-114	-63	-16	-109
34	Alabama	New Clubs	2	3	3	0	1
		Charter Members	47	88	96	11	40
		New Members	258	240	210	170	151
		Drops	340	344	303	391	309
		Net Growth	10	19	29	-190	-92
35	Bahamas Florida	New Clubs	1	2	1	2	4
		Charter Members	43	68	57	100	102
		New Members	521	548	457	408	376
		Drops	735	789	683	770	819
		Net Growth	-58	-22	-45	-119	-225
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	125	174	80
		Drops	0	0	127	172	219
		Net Growth	0	0	39	12	-130
Total	Stacey Jones	New Clubs	11	8	4	11	10
		Charter Members	387	264	194	396	346
		New Members	2405	2364	2291	2103	1804
		Drops	3732	3764	3489	3593	3899
		Net Growth	-562	-749	-651	-701	-1407

February (Only) Results

MD	GMT Area	CA 1	Feb-15	Feb-16	Feb-17	Feb-18
12	Tennessee	New Clubs	0	0	0	0
		Charter Members	1	0	0	41
		New Members	24	73	33	80
		Drops	73	37	48	49
		Net Growth	-42	39	-8	94
18	Georgia	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	40	34	37	36
		Drops	43	88	30	79
		Net Growth	5	-50	10	-42
30	Mississippi	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	17	27	16	29
		Drops	31	50	20	32
		Net Growth	-11	-20	5	-1
31	North Carolina	New Clubs	0	0	1	0
		Charter Members	2	0	24	2
		New Members	50	48	54	46
		Drops	75	63	68	54
		Net Growth	-12	-12	15	-3
32	South Carolina	New Clubs	0	0	1	0
		Charter Members	0	0	24	0
		New Members	27	16	32	19
		Drops	30	24	72	21
		Net Growth	-3	-5	-11	-2
34	Alabama	New Clubs	1	0	0	0
		Charter Members	33	9	2	5
		New Members	51	43	17	27
		Drops	41	26	51	32
		Net Growth	43	26	-28	4
35	Bahamas Florida	New Clubs	0	0	0	0
		Charter Members	3	2	3	0
		New Members	59	58	52	39
		Drops	99	41	62	55
		Net Growth	-21	28	19	-1
60	Various	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	17	42	13
		Drops	0	13	15	10
		Net Growth	0	9	29	3
Total	Stacey Jones	New Clubs	1	0	2	0
		Charter Members	40	12	53	48
		New Members	268	316	283	289
		Drops	392	342	366	332
		Net Growth	-41	15	31	52

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	16	11	6	16	10
		Charter Members	577	385	239	485	334
		New Members	1971	2309	2198	2043	1864
		Drops	3314	3495	3293	3363	3318
		Net Growth	-485	-497	-654	-606	-905
3	Oklahoma	New Clubs	0	2	0	0	0
		Charter Members	0	54	1	1	8
		New Members	344	319	255	204	233
		Drops	488	443	356	393	402
		Net Growth	-89	-43	-76	-158	-126
7	Arkansas	New Clubs	1	3	1	0	1
		Charter Members	38	89	26	0	26
		New Members	208	223	222	208	194
		Drops	363	369	388	335	314
		Net Growth	-106	-14	-116	-97	-63
8	Louisiana	New Clubs	1	3	0	0	0
		Charter Members	38	125	10	2	2
		New Members	266	321	280	225	178
		Drops	361	492	406	362	340
		Net Growth	-36	-4	-85	-112	-141
26	Missouri	New Clubs	1	0	0	2	1
		Charter Members	54	1	4	50	30
		New Members	570	530	511	564	452
		Drops	831	789	806	660	767
		Net Growth	-138	-193	-224	23	-233
Total	Joe Al Picone	New Clubs	19	19	7	18	12
		Charter Members	707	654	280	538	400
		New Members	3359	3702	3466	3244	2921
		Drops	5357	5588	5249	5113	5141
		Net Growth	-854	-751	-1155	-950	-1468

February (Only) Results

MD	GMT Area	CA 1	Feb-15	Feb-16	Feb-17	Feb-18
2	Texas	New Clubs	1	0	2	0
		Charter Members	41	13	77	34
		New Members	332	293	214	246
		Drops	282	284	312	310
		Net Growth	122	41	13	-2
3	Oklahoma	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	44	38	19	43
		Drops	47	47	43	49
		Net Growth	4	-5	-21	-4
7	Arkansas	New Clubs	0	0	0	0
		Charter Members	6	0	0	1
		New Members	16	38	35	13
		Drops	31	25	35	25
		Net Growth	-8	14	2	-9
8	Louisiana	New Clubs	1	0	0	0
		Charter Members	26	0	0	0
		New Members	29	22	31	16
		Drops	37	39	42	37
		Net Growth	20	-16	-10	-21
26	Missouri	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	71	65	71	68
		Drops	98	72	84	65
		Net Growth	-20	1	-8	11
Total	Joe Al Picone	New Clubs	2	0	2	0
		Charter Members	73	13	77	35
		New Members	492	456	370	386
		Drops	495	467	516	486
		Net Growth	118	35	-24	-25

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	1	21	0
		New Members	274	222	177	194	191
		Drops	306	456	316	252	280
		Net Growth	-9	-153	-117	-12	-58
17	Kansas	New Clubs	0	1	1	0	1
		Charter Members	1	32	24	1	22
		New Members	300	302	274	304	224
		Drops	450	481	430	427	385
		Net Growth	-123	-105	-85	-75	-113
21	Arizona California	New Clubs	0	3	1	0	0
		Charter Members	19	80	52	8	14
		New Members	348	295	361	290	210
		Drops	383	373	412	326	392
		Net Growth	61	46	63	41	-112
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	86	76	94	82	51
		Drops	128	122	128	99	105
		Net Growth	-36	-40	-29	-15	-50
38	Nebraska	New Clubs	0	0	1	0	0
		Charter Members	1	2	21	0	0
		New Members	175	189	181	136	132
		Drops	276	239	261	186	248
		Net Growth	-84	-17	-38	-41	-106
40	Arizona New Mexico	New Clubs	1	0	0	0	1
		Charter Members	20	0	0	0	24
		New Members	77	98	87	84	65
		Drops	116	195	158	118	108
		Net Growth	-8	-79	-59	-20	-10
15	Wyoming	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	66	81	48	40	38
		Drops	98	102	81	106	83
		Net Growth	-19	-13	-23	-55	-42
Total	William Phillipi	New Clubs	1	5	3	1	2
		Charter Members	41	139	98	30	60
		New Members	1326	1263	1222	1130	911
		Drops	1757	1968	1786	1514	1601
		Net Growth	-218	-361	-288	-177	-491

February (Only) Results

MD	GMT Area	CA 1	Feb-15	Feb-16	Feb-17	Feb-18
6	Colorado	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	29	22	36	44
		Drops	32	42	24	33
		Net Growth	2	-17	15	25
17	Kansas	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	37	43	32	34
		Drops	60	46	40	31
		Net Growth	-19	9	-5	6
21	Arizona California	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	37	29	30	21
		Drops	27	33	21	34
		Net Growth	15	-1	13	-10
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	5	13	11	6
		Drops	12	23	13	7
		Net Growth	-6	-9	-1	0
38	Nebraska	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	19	22	23	31
		Drops	34	24	23	36
		Net Growth	-13	1	1	-5
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	16	20	3	8
		Drops	9	19	16	1
		Net Growth	13	3	-11	7
15	Wyoming	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	10	8	5	8
		Drops	19	5	12	8
		Net Growth	-8	5	-7	0
Total	William Phillipi	New Clubs	0	0	0	0
		Charter Members	0	3	0	1
		New Members	153	157	140	152
		Drops	193	192	149	150
		Net Growth	-16	-9	5	23

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	6	6	8	18	10
		Charter Members	318	251	313	685	335
		New Members	1505	1796	1633	1635	1468
		Drops	2163	2051	2232	2103	2649
		Net Growth	-58	215	-79	444	-581
19	British Columbia Idaho Washington	New Clubs	0	0	0	1	2
		Charter Members	10	7	3	26	49
		New Members	445	408	390	360	401
		Drops	664	676	649	612	609
		Net Growth	-130	-158	-193	-166	-112
36	California Oregon	New Clubs	0	2	1	1	0
		Charter Members	6	56	31	28	5
		New Members	223	310	259	217	209
		Drops	391	392	420	419	357
		Net Growth	-122	26	-90	-129	-111
37	Alberta Montana	New Clubs	1	0	0	0	0
		Charter Members	20	0	0	0	0
		New Members	141	150	0	0	0
		Drops	209	176	0	0	0
		Net Growth	-32	-8	0	0	0
39	Idaho Oregon	New Clubs	0	0	0	2	0
		Charter Members	0	10	2	43	1
		New Members	80	118	98	84	55
		Drops	157	111	167	115	132
		Net Growth	-68	30	-56	15	-66
49	Alaska British Columbia Yukon Territory	New Clubs	2	0	1	2	0
		Charter Members	49	4	32	49	2
		New Members	299	235	193	188	172
		Drops	371	252	492	333	344
		Net Growth	0	22	-245	-54	-153
50	Hawaii	New Clubs	0	0	1	1	0
		Charter Members	1	2	30	22	1
		New Members	158	155	155	118	77
		Drops	162	168	170	196	171
		Net Growth	8	5	31	-32	-74
46	California Nevada	New Clubs	1	1	0	0	1
		Charter Members	54	24	1	30	43
		New Members	132	100	93	95	80
		Drops	151	242	173	119	246
		Net Growth	62	-105	-48	21	-109
37	Montana	New Clubs	0	0	0	2	0
		Charter Members	0	0	0	52	0
		New Members	0	0	113	65	88
		Drops	0	0	124	129	107
		Net Growth	0	0	-1	1	-14
Total	Howard Hudson	New Clubs	10	9	11	27	13
		Charter Members	458	354	412	935	436
		New Members	2983	3272	2934	2762	2550
		Drops	4268	4068	4427	4026	4615
		Net Growth	-340	27	-681	100	-1220

February (Only) Results

MD	GMT Area	CA 1	Feb-15	Feb-16	Feb-17	Feb-18
4	California	New Clubs	1	0	2	1
		Charter Members	31	24	55	48
		New Members	224	174	166	163
		Drops	183	227	129	202
		Net Growth	94	-6	109	26
19	British Columbia Idaho Washington	New Clubs	0	0	1	0
		Charter Members	1	1	24	0
		New Members	63	51	54	51
		Drops	42	49	45	52
		Net Growth	30	11	38	2
36	California Oregon	New Clubs	0	0	0	0
		Charter Members	0	2	0	1
		New Members	49	39	44	17
		Drops	34	26	24	14
		Net Growth	15	21	26	7
37	Alberta Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	21	0	0	0
		Drops	12	0	0	0
		Net Growth	10	0	0	0
39	Idaho Oregon	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	16	14	4	6
		Drops	6	8	18	15
		Net Growth	13	8	-14	-8
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	2	0
		Charter Members	0	0	46	0
		New Members	18	49	11	10
		Drops	59	156	44	19
		Net Growth	-34	-102	14	-7
50	Hawaii	New Clubs	0	1	0	0
		Charter Members	0	29	0	0
		New Members	18	12	15	11
		Drops	15	10	11	4
		Net Growth	4	36	6	8
46	California Nevada	New Clubs	0	0	0	0
		Charter Members	0	0	2	18
		New Members	12	11	3	10
		Drops	21	22	5	37
		Net Growth	-8	-10	2	-7
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	10	4	7
		Drops	0	11	16	12
		Net Growth	0	1	-9	-4
Total	Howard Hudson	New Clubs	1	1	5	1
		Charter Members	32	57	127	67
		New Members	421	360	301	275
		Drops	372	509	292	355
		Net Growth	124	-41	172	17

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

