

MD ANALYSIS

CA 1 December Analysis

GAT Constitutional Area 1 Leader: JEROME THOMPSON

July 2017 to December 2018 (6 months) Results

CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
New Clubs	46	32	66	52	22
Charter Members	1564	1231	2103	1639	912
New Members	15114	14022	13522	11801	11447
Drops	22531	21471	20966	22240	19324
Net Growth	-3830	-4448	-3516	-7035	-5155

December (Only Results)

CA 1	Dec-15	Dec-16	Dec-17	Dec-18
New Clubs	5	9	12	3
Charter Members	147	226	303	131
New Members	1586	1514	1365	1437
Drops	4792	4657	5054	6104
Net Growth	-2837	-2713	-3180	-4299

Statement for 2nd Quarter Results(previous 3 years)

CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
New Clubs	23	34	26
Charter Members	718	947	734
New Members	6994	6676	6228
Drops	10424	10145	10824
Net Growth	-2012	-1863	-3214

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
16	New Jersey	New Clubs	2	0	0	0	0
		Charter Members	60	7	1	4	6
		New Members	241	171	192	170	147
		Drops	282	370	335	318	278
		Net Growth	31	-132	-115	-104	-77
20	Bermuda New York	New Clubs	3	2	2	1	0
		Charter Members	102	67	56	32	37
		New Members	612	595	691	512	573
		Drops	871	915	886	868	836
		Net Growth	-64	-168	-53	-259	-107
22	Delaware District Of Columbia Maryland	New Clubs	1	0	2	0	0
		Charter Members	24	4	87	0	0
		New Members	232	247	272	238	202
		Drops	439	395	345	425	325
		Net Growth	-154	-103	45	-154	-90
23	Connecticut	New Clubs	0	0	1	3	0
		Charter Members	4	2	44	51	14
		New Members	213	179	171	137	139
		Drops	345	282	326	319	322
		Net Growth	-103	-76	-90	-105	-163
33	Massachusetts	New Clubs	0	0	1	0	0
		Charter Members	4	8	26	4	2
		New Members	397	294	286	260	252
		Drops	528	479	435	471	420
		Net Growth	-97	-152	-88	-170	-146
44	New Hampshire	New Clubs	1	1	0	0	0
		Charter Members	25	57	0	7	2
		New Members	133	95	112	91	62
		Drops	211	169	166	134	89
		Net Growth	-40	-12	-42	-33	-16
42	Rhode Island	New Clubs	0	0	0	0	0
		Charter Members	0	3	1	0	1
		New Members	42	35	34	35	27
		Drops	78	53	38	48	34
		Net Growth	-34	-8	-2	-11	-4
45	New York Vermont	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	42	31	40	29	45
		Drops	75	75	92	66	51
		Net Growth	-32	-43	-47	-25	5
41	Maine	New Clubs	0	0	0	0	0
		Charter Members	0	4	0	0	2
		New Members	72	69	71	71	58
		Drops	91	94	107	91	104
		Net Growth	-10	-14	-26	-17	-33
Total Mahesh Chitnis		New Clubs	7	3	6	4	0
		Charter Members	219	152	215	98	64
		New Members	1984	1716	1869	1543	1505
		Drops	2920	2832	2730	2740	2459
		Net Growth	-503	-708	-418	-878	-631

December (Only) Results

MD	GMT Area	CA 1	Dec-15	Dec-16	Dec-17	Dec-18
16	New Jersey	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	19	19	11	21
		Drops	91	90	88	128
		Net Growth	-67	-61	-77	-104
20	Bermuda New York	New Clubs	0	1	0	0
		Charter Members	0	24	1	2
		New Members	94	77	62	69
		Drops	239	186	203	226
		Net Growth	-140	-71	-137	-145
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	31	38	40	21
		Drops	73	61	78	93
		Net Growth	-42	-18	-32	-67
23	Connecticut	New Clubs	0	0	0	0
		Charter Members	0	2	0	1
		New Members	20	20	21	24
		Drops	40	45	54	119
		Net Growth	-16	-22	-25	-93
33	Massachusetts	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	23	26	53	31
		Drops	54	100	101	111
		Net Growth	-27	-71	-43	-78
44	New Hampshire	New Clubs	0	0	0	0
		Charter Members	0	0	2	0
		New Members	7	7	16	16
		Drops	16	29	26	25
		Net Growth	-8	-22	-8	-8
42	Rhode Island	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	4	2	3
		Drops	9	6	9	5
		Net Growth	-8	-2	-7	-2
45	New York Vermont	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	7	0	5	6
		Drops	6	28	20	12
		Net Growth	1	-28	-15	-5
41	Maine	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	16	6	16	7
		Drops	26	31	17	38
		Net Growth	-9	-25	-1	-28
Total	Mahesh Chitnis	New Clubs	0	1	0	0
		Charter Members	0	27	3	3
		New Members	217	197	226	198
		Drops	554	576	596	757
		Net Growth	-316	-320	-345	-530

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
16	New Jersey	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	100	103	81
		Drops	188	168	172
		Net Growth	-78	-48	-89
20	Bermuda New York	New Clubs	1	1	1
		Charter Members	34	28	27
		New Members	368	389	300
		Drops	487	482	459
		Net Growth	-62	-36	-111
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0
		Charter Members	1	16	0
		New Members	123	161	159
		Drops	168	161	212
		Net Growth	-26	28	-39
23	Connecticut	New Clubs	0	0	2
		Charter Members	1	11	22
		New Members	111	90	105
		Drops	136	135	161
		Net Growth	-9	-30	-15
33	Massachusetts	New Clubs	0	1	0
		Charter Members	2	25	0
		New Members	153	153	205
		Drops	224	195	197
		Net Growth	-59	-1	20
44	New Hampshire	New Clubs	0	0	0
		Charter Members	17	0	5
		New Members	65	63	64
		Drops	65	68	52
		Net Growth	19	-1	18
42	Rhode Island	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	15	22	19
		Drops	29	19	15
		Net Growth	-10	4	5
45	New York Vermont	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	26	16	17
		Drops	30	49	25
		Net Growth	-4	-31	-4
41	Maine	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	44	39	56
		Drops	57	65	36
		Net Growth	-11	-22	21

		2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
Total	New Clubs	1	2	3
	Charter Members	55	80	54
Mahesh Chitnis	New Members	1005	1036	1006
	Drops	1384	1342	1329
	Net Growth	-240	-137	-194

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
13	Ohio	New Clubs	1	0	2	1	0
		Charter Members	33	5	55	34	3
		New Members	457	426	392	328	325
		Drops	694	700	666	686	556
		Net Growth	-145	-219	-181	-268	-184
14	Pennsylvania	New Clubs	1	3	2	6	1
		Charter Members	33	111	50	197	23
		New Members	668	614	598	630	534
		Drops	1210	1087	992	1125	1066
		Net Growth	-427	-281	-281	-216	-438
24	Virginia	New Clubs	0	0	1	2	0
		Charter Members	3	4	22	126	9
		New Members	314	290	243	294	216
		Drops	414	425	462	434	385
		Net Growth	-49	-97	-154	28	-132
29	West Virginia	New Clubs	0	0	0	0	1
		Charter Members	1	1	2	0	21
		New Members	169	201	135	111	120
		Drops	274	235	253	260	179
		Net Growth	-85	-19	-98	-128	-14
Total	Cindy Gregg	New Clubs	2	3	5	9	2
		Charter Members	70	121	129	357	56
		New Members	1608	1531	1368	1363	1195
		Drops	2592	2447	2373	2505	2186
		Net Growth	-706	-616	-714	-584	-768

December (Only) Results

MD	GMT Area	CA 1	Dec-15	Dec-16	Dec-17	Dec-18
13	Ohio	New Clubs	0	0	0	0
		Charter Members	2	-1	0	0
		New Members	40	48	43	53
		Drops	89	52	120	94
		Net Growth	-42	-1	-75	-37
14	Pennsylvania	New Clubs	0	0	0	0
		Charter Members	0	0	5	2
		New Members	80	55	73	80
		Drops	211	208	224	435
		Net Growth	-122	-148	-140	-342
24	Virginia	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	37	25	20	31
		Drops	88	84	64	84
		Net Growth	-51	-54	-42	-51
29	West Virginia	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	23	27	17	13
		Drops	46	57	56	72
		Net Growth	-20	-23	-37	-55
Total	Cindy Gregg	New Clubs	0	0	0	0
		Charter Members	2	1	5	2
		New Members	180	155	153	177
		Drops	434	401	464	685
		Net Growth	-235	-226	-294	-485

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
13	Ohio	New Clubs	0	1	1
		Charter Members	4	32	27
		New Members	222	224	180
		Drops	368	309	373
		Net Growth	-115	-35	-135
14	Pennsylvania	New Clubs	2	2	1
		Charter Members	84	47	77
		New Members	333	318	351
		Drops	507	514	536
		Net Growth	-70	-116	-82
24	Virginia	New Clubs	0	0	1
		Charter Members	1	1	21
		New Members	153	129	139
		Drops	188	218	198
		Net Growth	-19	-67	-33
29	West Virginia	New Clubs	0	0	0
		Charter Members	0	2	0
		New Members	86	70	64
		Drops	98	131	109
		Net Growth	-6	-51	-38
Total	Cindy Gregg	New Clubs	2	3	3
		Charter Members	89	82	125
		New Members	794	741	734
		Drops	1161	1172	1216
		Net Growth	-210	-269	-288

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
1	Illinois	New Clubs	1	3	2	2	0
		Charter Members	32	109	55	60	14
		New Members	594	576	482	433	515
		Drops	886	727	831	839	802
		Net Growth	-180	30	-208	-290	-187
11	Michigan	New Clubs	0	3	1	0	0
		Charter Members	6	84	25	49	7
		New Members	411	370	434	405	384
		Drops	739	670	668	705	613
		Net Growth	-261	-174	-156	-187	-174
25	Indiana	New Clubs	0	0	2	0	0
		Charter Members	3	9	63	3	4
		New Members	435	396	390	327	289
		Drops	626	606	619	620	541
		Net Growth	-124	-123	-128	-240	-204
43	Kentucky	New Clubs	0	0	2	0	1
		Charter Members	1	5	47	3	21
		New Members	322	217	195	141	155
		Drops	382	378	373	382	353
		Net Growth	-25	-133	-85	-209	-163
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	3	0
		New Members	50	72	43	32	50
		Drops	64	86	103	62	90
		Net Growth	-5	-9	-55	-22	-33
Total	Steve Anton	New Clubs	1	6	7	2	1
		Charter Members	42	207	190	118	46
		New Members	1812	1631	1544	1338	1393
		Drops	2697	2467	2594	2608	2399
		Net Growth	-595	-409	-632	-948	-761

December (Only) Results

MD	GMT Area	CA 1	Dec-15	Dec-16	Dec-17	Dec-18
1	Illinois	New Clubs	2	1	1	0
		Charter Members	53	24	20	12
		New Members	53	64	41	60
		Drops	137	200	240	262
		Net Growth	-24	-104	-169	-174
11	Michigan	New Clubs	2	0	0	0
		Charter Members	45	2	0	0
		New Members	47	60	57	64
		Drops	159	230	158	169
		Net Growth	-62	-161	-95	-98
25	Indiana	New Clubs	0	0	0	0
		Charter Members	0	2	0	3
		New Members	42	57	24	27
		Drops	124	167	133	184
		Net Growth	-69	-104	-106	-152
43	Kentucky	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	16	6	11	23
		Drops	77	48	71	111
		Net Growth	-60	-38	-56	-86
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	11	1	5	6
		Drops	28	36	10	29
		Net Growth	-16	-35	-5	-23
Total	Steve Anton	New Clubs	4	1	1	0
		Charter Members	98	28	20	15
		New Members	169	188	138	180
		Drops	525	681	612	755
		Net Growth	-231	-442	-431	-533

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
1	Illinois	New Clubs	3	1	1
		Charter Members	108	24	22
		New Members	277	242	233
		Drops	342	416	451
		Net Growth	68	-128	-173
11	Michigan	New Clubs	3	0	0
		Charter Members	82	3	47
		New Members	202	251	236
		Drops	388	408	354
		Net Growth	-88	-125	-43
25	Indiana	New Clubs	0	1	0
		Charter Members	8	36	0
		New Members	195	174	165
		Drops	285	311	273
		Net Growth	-48	-91	-84
43	Kentucky	New Clubs	0	1	0
		Charter Members	0	25	1
		New Members	108	64	54
		Drops	159	161	136
		Net Growth	-45	-56	-69
10	Michigan	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	37	20	18
		Drops	58	54	37
		Net Growth	-20	-31	-18
Total	Steve Anton	New Clubs	6	3	1
		Charter Members	198	88	70
		New Members	819	751	706
		Drops	1232	1350	1251
		Net Growth	-133	-431	-387

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	0	0	0	0	0
		Charter Members	1	0	2	0	3
		New Members	205	178	190	141	121
		Drops	283	318	259	309	251
		Net Growth	-59	-130	-51	-129	-110
5M	Minnesota	New Clubs	1	1	5	2	1
		Charter Members	39	40	125	51	41
		New Members	686	677	613	634	522
		Drops	832	912	840	863	880
		Net Growth	-34	-139	-23	-104	-227
9	Iowa	New Clubs	0	0	1	0	1
		Charter Members	5	2	23	4	38
		New Members	296	272	349	283	255
		Drops	535	458	492	478	483
		Net Growth	-210	-154	-89	-154	-136
27	Wisconsin	New Clubs	1	0	0	2	0
		Charter Members	31	2	1	44	4
		New Members	687	744	693	614	572
		Drops	894	837	854	879	854
		Net Growth	-63	-11	-93	-148	-204
Total		New Clubs	2	1	6	4	2
		Charter Members	76	44	151	99	86
		New Members	1874	1871	1845	1672	1470
		Drops	2544	2525	2445	2529	2468
		Net Growth	-366	-434	-256	-535	-677

December (Only) Results

MD	GMT Area	CA 1	Dec-15	Dec-16	Dec-17	Dec-18
5	North Dakota South Dakota	New Clubs	0	0	0	0
		Charter Members	0	1	0	3
		New Members	20	18	20	18
		Drops	99	67	20	68
		Net Growth	-77	-46	5	-45
5M	Minnesota	New Clubs	0	1	0	0
		Charter Members	0	24	4	7
		New Members	87	91	77	76
		Drops	104	176	190	233
		Net Growth	-5	-54	-102	-119
9	Iowa	New Clubs	0	0	0	0
		Charter Members	1	0	2	2
		New Members	28	37	35	32
		Drops	111	118	138	191
		Net Growth	-77	-78	-96	-139
27	Wisconsin	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	94	83	72	83
		Drops	121	135	147	228
		Net Growth	-21	-45	-71	-135
Total		New Clubs	0	1	0	0
		Charter Members	1	25	6	13
		New Members	229	229	204	209
		Drops	435	496	495	720
		Net Growth	-180	-223	-264	-438

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
5	North Dakota South Dakota	New Clubs	0	0	0
		Charter Members	0	1	0
		New Members	92	114	85
		Drops	186	138	139
		Net Growth	-89	-17	-36
5M	Minnesota	New Clubs	1	3	1
		Charter Members	26	66	29
		New Members	360	322	343
		Drops	448	402	430
		Net Growth	-37	14	-18
9	Iowa	New Clubs	0	0	0
		Charter Members	1	0	4
		New Members	131	142	126
		Drops	243	250	271
		Net Growth	-100	-97	-127
27	Wisconsin	New Clubs	0	0	1
		Charter Members	1	0	21
		New Members	414	356	335
		Drops	408	438	446
		Net Growth	41	-60	-65
Total		New Clubs	1	3	2
		Charter Members	28	67	54
		New Members	997	934	889
		Drops	1285	1228	1286
		Net Growth	-185	-160	-246

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
12	Tennessee	New Clubs	0	0	2	1	0
		Charter Members	1	6	57	51	3
		New Members	301	326	277	222	183
		Drops	505	457	449	440	395
		Net Growth	-179	-102	-85	-133	-184
18	Georgia	New Clubs	1	0	0	1	0
		Charter Members	30	6	1	27	4
		New Members	277	253	209	118	175
		Drops	451	384	413	306	311
		Net Growth	-116	-84	-184	-144	-115
30	Mississippi	New Clubs	0	0	1	1	0
		Charter Members	0	4	36	28	9
		New Members	156	134	96	116	63
		Drops	159	172	167	212	130
		Net Growth	5	-13	-18	-44	-27
31	North Carolina	New Clubs	0	0	2	1	0
		Charter Members	8	3	64	26	4
		New Members	279	221	274	214	200
		Drops	475	433	408	517	356
		Net Growth	-134	-184	-17	-245	-108
32	South Carolina	New Clubs	1	0	2	0	2
		Charter Members	29	7	63	0	57
		New Members	162	174	137	142	115
		Drops	306	237	223	240	210
		Net Growth	-78	-34	7	-78	-25
34	Alabama	New Clubs	2	3	0	1	0
		Charter Members	54	81	9	23	0
		New Members	156	139	119	115	160
		Drops	272	207	278	241	173
		Net Growth	-43	34	-136	-89	-5
35	Aruba Bahamas Florida	New Clubs	2	1	2	4	1
		Charter Members	65	53	91	95	55
		New Members	415	330	297	257	282
		Drops	598	537	623	652	488
		Net Growth	-2	-55	-129	-222	-47
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	2	0
		New Members	0	0	0	22	182
		Drops	0	0	0	260	257
		Net Growth	0	0	0	-227	-61
60	Various	New Clubs	0	0	0	0	1
		Charter Members	0	12	1	0	33
		New Members	0	94	102	60	79
		Drops	0	93	138	179	192
		Net Growth	0	36	-29	-114	-36
Total	Carlton Lloyd	New Clubs	6	4	9	9	4
		Charter Members	187	172	322	252	165
		New Members	1746	1671	1511	1266	1439
		Drops	2766	2520	2699	3047	2512
		Net Growth	-547	-402	-591	-1296	-608

December (Only) Results

MD	GMT Area	CA 1	Dec-15	Dec-16	Dec-17	Dec-18
12	Tennessee	New Clubs	0	1	0	0
		Charter Members	0	23	1	0
		New Members	16	18	28	12
		Drops	106	101	93	75
		Net Growth	-86	-56	-52	-61
18	Georgia	New Clubs	0	0	0	0
		Charter Members	1	0	1	0
		New Members	21	22	13	17
		Drops	58	53	73	77
		Net Growth	-31	-29	-54	-60
30	Mississippi	New Clubs	0	0	0	0
		Charter Members	1	0	0	2
		New Members	14	6	12	7
		Drops	36	44	60	42
		Net Growth	-20	-38	-32	-24
31	North Carolina	New Clubs	0	1	0	0
		Charter Members	0	20	0	2
		New Members	45	29	29	20
		Drops	85	94	176	157
		Net Growth	-38	-38	-144	-131
32	South Carolina	New Clubs	0	0	0	2
		Charter Members	1	1	0	57
		New Members	27	15	19	9
		Drops	34	37	65	45
		Net Growth	-5	-16	-44	24
34	Alabama	New Clubs	0	0	1	0
		Charter Members	1	0	22	0
		New Members	14	2	9	8
		Drops	71	75	56	67
		Net Growth	-52	-73	-24	-59
35	Aruba Bahamas Florida	New Clubs	0	0	2	0
		Charter Members	2	3	44	2
		New Members	32	32	42	51
		Drops	213	172	223	212
		Net Growth	-150	-115	-111	-147
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	0	28
		Drops	0	0	0	66
		Net Growth	0	0	0	-35
60	Various	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	11	15	11	12
		Drops	15	45	98	75
		Net Growth	-3	-29	-87	-57
Total	Carlton Lloyd	New Clubs	0	2	3	2
		Charter Members	6	47	68	64
		New Members	180	139	163	164
		Drops	618	621	844	816
		Net Growth	-385	-394	-548	-550

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
12	Tennessee	New Clubs	0	2	0
		Charter Members	0	50	2
		New Members	162	157	133
		Drops	225	248	239
		Net Growth	-51	-29	-85
18	Georgia	New Clubs	0	0	0
		Charter Members	2	0	1
		New Members	121	84	56
		Drops	158	176	144
		Net Growth	-23	-88	-77
30	Mississippi	New Clubs	0	0	0
		Charter Members	4	3	1
		New Members	71	55	41
		Drops	63	78	122
		Net Growth	27	-17	-60
31	North Carolina	New Clubs	0	1	1
		Charter Members	1	27	23
		New Members	107	100	102
		Drops	233	175	304
		Net Growth	-117	-32	-162
32	South Carolina	New Clubs	0	1	0
		Charter Members	2	31	0
		New Members	84	79	80
		Drops	90	90	129
		Net Growth	6	36	-42
34	Alabama	New Clubs	3	0	1
		Charter Members	78	1	22
		New Members	60	56	55
		Drops	112	142	102
		Net Growth	32	-81	-20
35	Aruba Bahamas Florida	New Clubs	0	0	3
		Charter Members	3	4	66
		New Members	156	141	147
		Drops	307	290	354
		Net Growth	-98	-106	-99
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	0	0	0
		Drops	0	0	1
		Net Growth	0	0	-1
60	Various	New Clubs	0	0	0
		Charter Members	0	1	0
		New Members	64	66	37
		Drops	53	69	123
		Net Growth	15	0	-85

		2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
Total	New Clubs	3	4	5
	Charter Members	90	117	115
Carlton Lloyd	New Members	825	738	651
	Drops	1241	1268	1518
	Net Growth	-209	-317	-631

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
2	Texas	New Clubs	9	5	11	8	6
		Charter Members	313	195	305	231	209
		New Members	1660	1603	1528	1344	1298
		Drops	2762	2521	2486	2545	1968
		Net Growth	-571	-574	-497	-817	-311
3	Oklahoma	New Clubs	2	0	0	0	0
		Charter Members	51	1	1	8	0
		New Members	238	189	157	159	147
		Drops	321	263	274	278	232
		Net Growth	-14	-57	-92	-85	-70
7	Arkansas	New Clubs	2	1	0	1	0
		Charter Members	59	26	0	25	1
		New Members	183	132	140	137	114
		Drops	259	308	251	247	239
		Net Growth	18	-132	-85	-58	-108
8	Louisiana	New Clubs	2	0	0	0	0
		Charter Members	99	9	2	2	23
		New Members	234	236	173	153	154
		Drops	383	319	281	267	212
		Net Growth	-15	-56	-84	-93	-12
26	Missouri	New Clubs	0	0	2	1	0
		Charter Members	1	3	49	28	10
		New Members	401	370	397	319	271
		Drops	607	600	471	583	574
		Net Growth	-151	-182	24	-198	-255
Total	Gregory Gilliam	New Clubs	15	6	13	10	6
		Charter Members	523	234	357	294	243
		New Members	2716	2530	2395	2112	1984
		Drops	4332	4011	3763	3920	3225
		Net Growth	-733	-1001	-734	-1251	-756

December (Only) Results

MD	GMT Area	CA 1	Dec-15	Dec-16	Dec-17	Dec-18
2	Texas	New Clubs	0	1	1	0
		Charter Members	9	25	28	3
		New Members	213	127	151	125
		Drops	730	657	559	613
		Net Growth	-487	-496	-368	-472
3	Oklahoma	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	22	14	15	15
		Drops	49	45	43	70
		Net Growth	-27	-28	-23	-54
7	Arkansas	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	9	23	8	11
		Drops	81	57	44	93
		Net Growth	-72	-29	-33	-81
8	Louisiana	New Clubs	0	0	0	0
		Charter Members	0	0	0	3
		New Members	18	9	7	5
		Drops	94	68	74	44
		Net Growth	-72	-53	-64	-36
26	Missouri	New Clubs	0	0	0	0
		Charter Members	0	0	1	0
		New Members	34	45	36	40
		Drops	188	82	124	215
		Net Growth	-142	-30	-84	-172
Total	Gregory Gilliam	New Clubs	0	1	1	0
		Charter Members	9	25	29	6
		New Members	296	218	217	196
		Drops	1142	909	844	1035
		Net Growth	-800	-636	-572	-815

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
2	Texas	New Clubs	3	6	5
		Charter Members	79	154	132
		New Members	745	721	675
		Drops	1237	1277	1182
		Net Growth	-346	-346	-331
3	Oklahoma	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	98	64	96
		Drops	135	109	127
		Net Growth	-30	-40	-19
7	Arkansas	New Clubs	1	0	0
		Charter Members	24	0	1
		New Members	50	70	57
		Drops	134	113	102
		Net Growth	-55	-33	-40
8	Louisiana	New Clubs	0	0	0
		Charter Members	0	2	0
		New Members	97	59	51
		Drops	165	129	128
		Net Growth	-63	-57	-72
26	Missouri	New Clubs	0	2	0
		Charter Members	2	47	4
		New Members	138	165	176
		Drops	339	209	327
		Net Growth	-166	25	-130
Total	Gregory Gilliam	New Clubs	4	8	5
		Charter Members	105	203	137
		New Members	1128	1079	1055
		Drops	2010	1837	1866
		Net Growth	-660	-451	-592

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
6	Colorado	New Clubs	1	0	1	0	1
		Charter Members	25	0	21	0	35
		New Members	172	117	135	96	117
		Drops	379	219	190	203	246
		Net Growth	-136	-86	-14	-94	-79
17	Kansas	New Clubs	1	0	0	1	0
		Charter Members	28	1	1	22	2
		New Members	221	182	224	162	172
		Drops	356	311	335	312	336
		Net Growth	-76	-107	-76	-106	-140
21	Arizona California	New Clubs	3	1	0	0	0
		Charter Members	80	48	8	13	1
		New Members	217	285	232	160	174
		Drops	289	334	280	294	204
		Net Growth	31	47	19	-81	15
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	55	65	62	35	41
		Drops	99	88	73	79	50
		Net Growth	-41	-21	-10	-41	-7
38	Nebraska	New Clubs	0	0	0	0	0
		Charter Members	2	0	0	0	4
		New Members	149	137	91	83	91
		Drops	181	179	130	194	174
		Net Growth	-22	-26	-32	-102	-73
40	Arizona New Mexico	New Clubs	0	0	0	1	0
		Charter Members	0	0	0	24	0
		New Members	67	56	66	54	30
		Drops	120	115	71	101	106
		Net Growth	-45	-49	4	-15	-67
15	Wyoming	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	49	31	25	25	44
		Drops	68	68	90	54	48
		Net Growth	-13	-29	-58	-26	-3
Total	William Phillipi	New Clubs	5	1	1	2	1
		Charter Members	135	49	30	59	42
		New Members	930	873	835	615	669
		Drops	1492	1314	1169	1237	1164
		Net Growth	-302	-271	-167	-465	-354

December (Only) Results

MD	GMT Area	CA 1	Dec-15	Dec-16	Dec-17	Dec-18
6	Colorado	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	9	10	10	11
		Drops	32	35	54	105
		Net Growth	-21	-18	-44	-87
17	Kansas	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	7	34	13	34
		Drops	72	87	64	134
		Net Growth	-63	-52	-47	-93
21	Arizona California	New Clubs	1	0	0	0
		Charter Members	20	2	0	0
		New Members	29	33	22	16
		Drops	80	71	74	82
		Net Growth	-26	-31	-46	-59
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	9	4	3	13
		Drops	36	20	31	14
		Net Growth	-27	-16	-27	-1
38	Nebraska	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	21	6	8	7
		Drops	46	16	15	45
		Net Growth	-24	-10	-7	-38
40	Arizona New Mexico	New Clubs	0	0	1	0
		Charter Members	0	0	22	0
		New Members	7	7	16	0
		Drops	30	5	35	12
		Net Growth	-22	3	4	-12
15	Wyoming	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	5	3	6	4
		Drops	18	42	19	19
		Net Growth	-12	-39	-13	-15
Total	William Phillipi	New Clubs	1	0	1	0
		Charter Members	20	2	22	1
		New Members	87	97	78	85
		Drops	314	276	292	411
		Net Growth	-195	-163	-180	-305

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
6	Colorado	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	62	66	37
		Drops	91	95	124
		Net Growth	-25	-18	-85
17	Kansas	New Clubs	0	0	0
		Charter Members	0	1	0
		New Members	99	121	77
		Drops	124	170	133
		Net Growth	-15	-36	-50
21	Arizona California	New Clubs	1	0	0
		Charter Members	21	4	2
		New Members	141	100	89
		Drops	169	132	144
		Net Growth	15	-8	-38
28	Utah	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	51	30	17
		Drops	66	45	50
		Net Growth	-15	-15	-32
38	Nebraska	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	78	40	38
		Drops	95	53	101
		Net Growth	-12	-11	-61
40	Arizona New Mexico	New Clubs	0	0	1
		Charter Members	0	0	22
		New Members	21	36	26
		Drops	42	30	47
		Net Growth	-19	8	5
15	Wyoming	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	14	18	11
		Drops	31	65	28
		Net Growth	-14	-45	-14
Total	William Phillipi	New Clubs	1	0	1
		Charter Members	21	5	24
		New Members	466	411	295
		Drops	618	590	627
		Net Growth	-85	-125	-275

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
4	California	New Clubs	5	6	13	9	4
		Charter Members	211	187	534	283	152
		New Members	1404	1279	1339	1081	1041
		Drops	1618	1739	1735	2160	1658
		Net Growth	153	-114	321	-582	-301
19	British Columbia Idaho Washington	New Clubs	0	0	0	2	1
		Charter Members	6	2	2	48	28
		New Members	289	275	239	284	207
		Drops	552	495	478	455	390
		Net Growth	-175	-172	-190	-84	-93
36	California Oregon	New Clubs	2	1	1	0	0
		Charter Members	56	29	28	2	5
		New Members	218	172	149	160	141
		Drops	297	314	334	265	225
		Net Growth	24	-87	-130	-85	-46
37	Alberta Montana	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	104	0	0	0	0
		Drops	139	0	0	0	0
		Net Growth	-20	0	0	0	0
39	Idaho Oregon	New Clubs	0	0	2	0	0
		Charter Members	10	1	43	1	0
		New Members	75	65	63	40	39
		Drops	90	112	75	91	106
		Net Growth	4	-37	34	-42	-65
49	Alaska British Columbia Yukon Territory	New Clubs	0	1	0	0	0
		Charter Members	3	32	3	2	3
		New Members	152	130	135	136	137
		Drops	148	322	210	284	252
		Net Growth	27	-144	-39	-134	-100
50	Hawaii	New Clubs	0	0	1	0	0
		Charter Members	2	1	22	1	0
		New Members	123	118	95	64	72
		Drops	136	139	168	152	97
		Net Growth	3	-11	-37	-72	-14
46	California Nevada	New Clubs	1	0	0	1	1
		Charter Members	24	0	28	25	22
		New Members	79	76	86	56	87
		Drops	208	139	103	170	105
		Net Growth	-94	-39	23	-77	18
37	Montana	New Clubs	0	0	2	0	0
		Charter Members	0	0	49	0	0
		New Members	0	84	49	71	68
		Drops	0	95	90	77	78
		Net Growth	0	-3	14	-2	1
Total	Howard Hudson	New Clubs	8	8	19	12	6
		Charter Members	312	252	709	362	210
		New Members	2444	2199	2155	1892	1792
		Drops	3188	3355	3193	3654	2911
		Net Growth	-78	-607	-4	-1078	-600

December (Only) Results

MD	GMT Area	CA 1	Dec-15	Dec-16	Dec-17	Dec-18
4	California	New Clubs	0	1	3	0
		Charter Members	10	26	81	6
		New Members	118	177	84	125
		Drops	420	362	604	587
		Net Growth	-273	-144	-426	-439
19	British Columbia Idaho Washington	New Clubs	0	0	2	0
		Charter Members	0	0	47	0
		New Members	40	36	33	23
		Drops	101	97	65	120
		Net Growth	-53	-56	17	-90
36	California Oregon	New Clubs	0	0	0	0
		Charter Members	0	4	1	0
		New Members	15	23	22	17
		Drops	55	96	40	76
		Net Growth	-37	-68	-15	-57
39	Idaho Oregon	New Clubs	0	1	0	0
		Charter Members	0	20	0	0
		New Members	10	7	2	6
		Drops	19	12	7	35
		Net Growth	-9	15	-4	-29
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	0	0
		Charter Members	0	0	0	1
		New Members	21	16	19	28
		Drops	103	14	89	57
		Net Growth	-81	4	-70	-26
50	Hawaii	New Clubs	0	1	0	0
		Charter Members	1	21	1	0
		New Members	3	11	15	-2
		Drops	20	84	37	10
		Net Growth	-15	-49	-19	-15
46	California Nevada	New Clubs	0	0	1	1
		Charter Members	0	0	20	20
		New Members	19	14	2	16
		Drops	45	20	52	26
		Net Growth	-23	-6	-26	12
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	2	7	9	15
		Drops	7	12	13	14
		Net Growth	-4	-5	-3	1
Total	Howard Hudson	New Clubs	0	3	6	1
		Charter Members	11	71	150	27
		New Members	228	291	186	228
		Drops	770	697	907	925
		Net Growth	-495	-309	-546	-643

Statement for 2nd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 2nd Qtr	2016-2017 2nd Qtr	2017-2018 2nd Qtr
4	California	New Clubs	4	6	3
		Charter Members	104	181	86
		New Members	519	573	486
		Drops	781	675	1078
		Net Growth	-96	120	-453
19	British Columbia Idaho Washington	New Clubs	0	0	2
		Charter Members	0	2	47
		New Members	159	111	160
		Drops	214	189	172
		Net Growth	-36	-62	46
36	California Oregon	New Clubs	1	0	0
		Charter Members	27	5	1
		New Members	72	85	77
		Drops	137	165	108
		Net Growth	-29	-64	-25
39	Idaho Oregon	New Clubs	0	2	0
		Charter Members	0	43	0
		New Members	30	37	24
		Drops	37	33	35
		Net Growth	-5	49	-9
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	0
		Charter Members	0	3	0
		New Members	58	85	56
		Drops	168	109	132
		Net Growth	-105	-5	-74
50	Hawaii	New Clubs	0	1	0
		Charter Members	1	21	1
		New Members	32	28	32
		Drops	50	106	83
		Net Growth	-13	-53	-47
46	California Nevada	New Clubs	0	0	1
		Charter Members	0	1	20
		New Members	41	38	18
		Drops	68	42	87
		Net Growth	-21	0	-44
37	Montana	New Clubs	0	2	0
		Charter Members	0	49	0
		New Members	49	29	39
		Drops	38	39	36
		Net Growth	15	42	5
Total	Howard Hudson	New Clubs	5	11	6
		Charter Members	132	305	155
		New Members	960	986	892
		Drops	1493	1358	1731
		Net Growth	-290	27	-601

