

MD ANALYSIS

CA 1 February Analysis

GAT Constitutional Area 1 Leader: JEROME THOMPSON

July 2018 to February 2019 (8 months) Results

CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
New Clubs	56	47	91	66	34
Charter Members	1970	1785	2956	2205	1262
New Members	20296	19272	18275	16298	15736
Drops	29270	28395	27398	28716	24246
Net Growth	-4264	-4918	-3703	-7849	-4833

February (Only Results)

CA 1	Feb-16	Feb-17	Feb-18	Feb-19
New Clubs	7	13	3	7
Charter Members	258	461	218	213
New Members	2519	2160	2083	1932
Drops	2808	2505	2487	2007
Net Growth	245	385	68	383

Statement for 3rd Quarter Results(previous 3 years)

CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
New Clubs	31	37	27
Charter Members	999	1205	977
New Members	7660	7305	6820
Drops	9444	8805	8925
Net Growth	108	574	-259

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
16	New Jersey	New Clubs	3	0	0	1	1
		Charter Members	83	8	3	29	31
		New Members	316	253	273	230	213
		Drops	371	462	410	379	331
		Net Growth	47	-135	-96	-78	-15
20	Bermuda New York	New Clubs	4	5	5	5	1
		Charter Members	123	164	133	142	85
		New Members	859	792	883	756	736
		Drops	1086	1183	1139	1104	1066
		Net Growth	9	-103	-25	-129	-109
22	Delaware District Of Columbia Maryland	New Clubs	1	0	2	1	0
		Charter Members	29	4	88	44	0
		New Members	303	346	382	323	294
		Drops	552	503	467	601	407
		Net Growth	-176	-104	43	-190	-68
23	Connecticut	New Clubs	0	1	2	3	0
		Charter Members	4	40	72	51	14
		New Members	275	250	239	205	208
		Drops	426	375	387	396	410
		Net Growth	-114	-60	-47	-111	-173
33	Massachusetts	New Clubs	0	0	1	0	0
		Charter Members	4	8	38	4	2
		New Members	467	419	378	347	329
		Drops	629	568	559	550	507
		Net Growth	-124	-106	-86	-147	-139
44	New Hampshire	New Clubs	1	1	1	2	1
		Charter Members	30	57	23	50	28
		New Members	171	149	134	116	108
		Drops	243	213	184	180	112
		Net Growth	-23	2	-12	-6	37
42	Rhode Island	New Clubs	0	0	0	0	0
		Charter Members	0	3	1	0	1
		New Members	54	61	47	50	43
		Drops	136	67	44	57	43
		Net Growth	-77	9	5	-4	3
45	New York Vermont	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	52	48	59	45	53
		Drops	88	98	124	82	55
		Net Growth	-35	-49	-57	-24	9
41	Maine	New Clubs	0	0	0	0	0
		Charter Members	0	4	0	0	2
		New Members	90	91	106	97	90
		Drops	140	126	143	126	122
		Net Growth	-39	-21	-24	-21	-15
Total Mahesh Chitnis		New Clubs	9	7	11	12	3
		Charter Members	273	288	358	320	163
		New Members	2587	2409	2501	2169	2074
		Drops	3671	3595	3457	3475	3053
		Net Growth	-532	-567	-299	-710	-470

February (Only) Results

MD	GMT Area	CA 1	Feb-16	Feb-17	Feb-18	Feb-19
16	New Jersey	New Clubs	0	0	0	1
		Charter Members	1	0	3	24
		New Members	42	29	19	25
		Drops	50	21	26	9
		Net Growth	-3	13	-2	41
20	Bermuda New York	New Clubs	2	2	1	1
		Charter Members	66	50	33	47
		New Members	94	88	98	86
		Drops	93	93	96	101
		Net Growth	79	53	38	39
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0	0
		Charter Members	0	1	1	0
		New Members	42	47	41	34
		Drops	49	53	47	42
		Net Growth	-4	1	3	-4
23	Connecticut	New Clubs	0	0	0	0
		Charter Members	0	4	0	0
		New Members	36	21	25	26
		Drops	27	26	14	22
		Net Growth	9	1	12	6
33	Massachusetts	New Clubs	0	0	0	0
		Charter Members	0	12	0	0
		New Members	56	44	52	41
		Drops	34	36	27	43
		Net Growth	24	27	29	4
44	New Hampshire	New Clubs	0	0	0	0
		Charter Members	0	3	3	5
		New Members	27	9	8	17
		Drops	25	8	6	7
		Net Growth	2	7	7	16
42	Rhode Island	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	23	5	7	7
		Drops	2	1	5	2
		Net Growth	21	4	2	5
45	New York Vermont	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	7	7	8	3
		Drops	10	9	7	1
		Net Growth	-3	0	2	2
41	Maine	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	9	17	15	12
		Drops	20	20	9	7
		Net Growth	-8	-2	8	7
Total	Mahesh Chitnis	New Clubs	2	2	1	2
		Charter Members	67	70	40	76
		New Members	336	267	273	251
		Drops	310	267	237	234
		Net Growth	117	104	99	116

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
16	New Jersey	New Clubs	0	0	2
		Charter Members	1	2	48
		New Members	117	108	91
		Drops	133	111	102
		Net Growth	-6	11	42
20	Bermuda New York	New Clubs	7	4	5
		Charter Members	207	99	138
		New Members	318	274	313
		Drops	334	326	365
		Net Growth	237	63	106
22	Delaware District Of Columbia Maryland	New Clubs	0	0	1
		Charter Members	1	1	47
		New Members	133	152	126
		Drops	138	151	220
		Net Growth	9	17	-27
23	Connecticut	New Clubs	1	1	0
		Charter Members	40	28	0
		New Members	107	96	111
		Drops	133	84	115
		Net Growth	14	49	0
33	Massachusetts	New Clubs	0	0	0
		Charter Members	1	14	0
		New Members	175	139	143
		Drops	136	155	106
		Net Growth	55	26	55
44	New Hampshire	New Clubs	1	1	2
		Charter Members	21	23	47
		New Members	70	50	56
		Drops	61	44	57
		Net Growth	37	33	52
42	Rhode Island	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	32	23	20
		Drops	41	14	13
		Net Growth	-4	11	8
45	New York Vermont	New Clubs	0	0	0
		Charter Members	1	0	0
		New Members	27	24	28
		Drops	26	36	24
		Net Growth	4	-7	5
41	Maine	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	37	58	35
		Drops	39	44	43
		Net Growth	2	18	-2
Total	Mahesh Chitnis	New Clubs	9	6	10
		Charter Members	272	167	280
		New Members	1016	924	923
		Drops	1041	965	1045
		Net Growth	348	221	239

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	1
		Charter Members	40	6	65	35	30
		New Members	639	596	573	445	459
		Drops	901	900	908	862	721
		Net Growth	-148	-206	-221	-317	-169
14	Pennsylvania	New Clubs	1	3	3	6	1
		Charter Members	37	114	89	205	26
		New Members	869	854	827	849	756
		Drops	1557	1411	1319	1475	1295
		Net Growth	-527	-344	-309	-319	-396
24	Virginia	New Clubs	0	0	1	2	2
		Charter Members	4	4	30	127	58
		New Members	400	427	367	371	307
		Drops	564	577	604	552	509
		Net Growth	-107	-99	-135	-3	-106
29	West Virginia	New Clubs	0	0	0	1	1
		Charter Members	2	1	2	21	22
		New Members	228	246	198	148	179
		Drops	382	309	337	329	239
		Net Growth	-123	-43	-113	-135	-12
Total	Cindy Gregg	New Clubs	2	3	6	10	5
		Charter Members	83	125	186	388	136
		New Members	2136	2123	1965	1813	1701
		Drops	3404	3197	3168	3218	2764
		Net Growth	-905	-692	-778	-774	-683

February (Only) Results

MD	GMT Area	CA 1	Feb-16	Feb-17	Feb-18	Feb-19
13	Ohio	New Clubs	0	0	0	1
		Charter Members	1	9	0	26
		New Members	78	82	53	58
		Drops	87	92	82	63
		Net Growth	15	6	-24	26
14	Pennsylvania	New Clubs	0	1	0	0
		Charter Members	2	37	3	1
		New Members	126	95	83	78
		Drops	144	111	133	99
		Net Growth	-3	36	-37	-6
24	Virginia	New Clubs	0	0	0	0
		Charter Members	0	1	1	3
		New Members	69	62	37	44
		Drops	70	52	45	31
		Net Growth	10	20	-2	22
29	West Virginia	New Clubs	0	0	1	0
		Charter Members	0	0	20	0
		New Members	23	29	15	21
		Drops	36	33	26	19
		Net Growth	-10	-4	12	3
Total	Cindy Gregg	New Clubs	0	1	1	1
		Charter Members	3	47	24	30
		New Members	296	268	188	201
		Drops	337	288	286	212
		Net Growth	12	58	-51	45

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
13	Ohio	New Clubs	1	0	0
		Charter Members	22	11	1
		New Members	251	249	186
		Drops	264	343	264
		Net Growth	57	-68	-64
14	Pennsylvania	New Clubs	0	2	2
		Charter Members	10	74	52
		New Members	352	333	355
		Drops	488	466	508
		Net Growth	-102	-23	-68
24	Virginia	New Clubs	2	0	0
		Charter Members	41	8	1
		New Members	181	159	113
		Drops	225	187	197
		Net Growth	26	14	-69
29	West Virginia	New Clubs	0	0	1
		Charter Members	0	0	21
		New Members	62	97	65
		Drops	99	117	86
		Net Growth	-31	-9	5
Total	Cindy Gregg	New Clubs	3	2	3
		Charter Members	73	93	75
		New Members	846	838	719
		Drops	1076	1113	1055
		Net Growth	-50	-86	-196

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
1	Illinois	New Clubs	1	3	3	2	0
		Charter Members	32	116	90	61	20
		New Members	807	819	690	617	675
		Drops	1092	950	1078	1121	963
		Net Growth	-126	78	-177	-364	-159
11	Michigan	New Clubs	0	3	2	1	1
		Charter Members	7	85	94	76	18
		New Members	555	517	629	550	537
		Drops	904	901	903	935	760
		Net Growth	-260	-214	-113	-233	-144
25	Indiana	New Clubs	0	1	2	0	0
		Charter Members	3	31	67	3	3
		New Members	560	530	498	428	405
		Drops	816	778	786	774	629
		Net Growth	-178	-127	-176	-282	-167
43	Kentucky	New Clubs	0	0	2	0	1
		Charter Members	3	6	48	3	21
		New Members	437	282	245	200	203
		Drops	527	500	449	496	461
		Net Growth	-43	-182	-105	-242	-216
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	3	0
		New Members	66	88	62	54	66
		Drops	93	109	136	91	100
		Net Growth	-13	-16	-69	-28	-9
Total	Steve Anton	New Clubs	1	7	9	3	2
		Charter Members	45	238	299	146	62
		New Members	2425	2236	2124	1849	1886
		Drops	3432	3238	3352	3417	2913
		Net Growth	-620	-461	-640	-1149	-695

February (Only) Results

MD	GMT Area	CA 1	Feb-16	Feb-17	Feb-18	Feb-19
1	Illinois	New Clubs	0	0	0	0
		Charter Members	2	10	1	1
		New Members	103	68	86	61
		Drops	76	100	126	65
		Net Growth	37	-11	-33	6
11	Michigan	New Clubs	0	1	0	0
		Charter Members	1	67	0	1
		New Members	60	87	74	70
		Drops	77	107	126	59
		Net Growth	4	50	-48	19
25	Indiana	New Clubs	1	0	0	0
		Charter Members	21	3	0	2
		New Members	68	62	50	50
		Drops	83	78	54	41
		Net Growth	8	-11	-2	17
43	Kentucky	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	31	17	31	25
		Drops	61	24	33	53
		Net Growth	-24	-6	15	-27
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	8	10	14	5
		Drops	11	17	8	2
		Net Growth	-3	-7	6	3
Total	Steve Anton	New Clubs	1	1	0	0
		Charter Members	25	80	1	4
		New Members	270	244	255	211
		Drops	308	326	347	220
		Net Growth	22	15	-62	18

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
1	Illinois	New Clubs	0	1	0
		Charter Members	7	36	1
		New Members	331	315	277
		Drops	322	331	407
		Net Growth	41	62	-100
11	Michigan	New Clubs	1	1	2
		Charter Members	30	69	47
		New Members	210	265	218
		Drops	288	320	300
		Net Growth	-1	35	-8
25	Indiana	New Clubs	1	0	0
		Charter Members	22	4	0
		New Members	199	181	171
		Drops	241	227	232
		Net Growth	-6	-31	-42
43	Kentucky	New Clubs	0	1	0
		Charter Members	3	30	0
		New Members	108	86	84
		Drops	169	135	142
		Net Growth	-47	-10	-32
10	Michigan	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	26	30	32
		Drops	33	35	36
		Net Growth	-7	-5	-3
Total	Steve Anton	New Clubs	2	3	2
		Charter Members	62	139	48
		New Members	874	877	782
		Drops	1053	1048	1117
		Net Growth	-20	51	-185

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	2	5	2	0	3
		New Members	325	247	251	212	181
		Drops	403	413	339	389	314
		Net Growth	-46	-139	-60	-132	-111
5M	Minnesota	New Clubs	1	3	5	2	1
		Charter Members	44	99	128	57	44
		New Members	926	982	831	884	720
		Drops	1101	1197	1064	1138	1112
		Net Growth	-41	-33	-16	-81	-228
9	Iowa	New Clubs	0	0	2	0	1
		Charter Members	6	4	63	5	38
		New Members	395	380	439	368	333
		Drops	659	603	617	641	578
		Net Growth	-225	-172	-67	-198	-145
27	Wisconsin	New Clubs	2	2	1	2	0
		Charter Members	106	42	21	47	4
		New Members	901	982	925	817	779
		Drops	1212	1201	1155	1182	1038
		Net Growth	-61	-79	-115	-219	-156
Total		New Clubs	3	5	8	4	2
		Charter Members	158	150	214	109	89
		New Members	2547	2591	2446	2281	2013
		Drops	3375	3414	3175	3350	3042
		Net Growth	-373	-423	-258	-630	-640

February (Only) Results

MD	GMT Area	CA 1	Feb-16	Feb-17	Feb-18	Feb-19
5	North Dakota South Dakota	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	24	22	37	25
		Drops	51	19	19	29
		Net Growth	-25	7	21	-3
5M	Minnesota	New Clubs	2	0	0	0
		Charter Members	56	2	0	2
		New Members	145	95	100	87
		Drops	111	96	110	99
		Net Growth	104	7	-6	1
9	Iowa	New Clubs	0	0	0	0
		Charter Members	2	5	1	0
		New Members	61	47	35	34
		Drops	61	54	60	39
		Net Growth	8	3	1	-1
27	Wisconsin	New Clubs	1	0	0	0
		Charter Members	20	0	1	0
		New Members	98	123	93	75
		Drops	120	132	105	91
		Net Growth	7	7	-1	-2
Total		New Clubs	3	0	0	0
		Charter Members	78	7	2	2
		New Members	328	287	265	221
		Drops	343	301	294	258
		Net Growth	94	24	15	-5

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
5	North Dakota South Dakota	New Clubs	0	0	0
		Charter Members	5	0	0
		New Members	101	112	126
		Drops	134	131	101
		Net Growth	-16	-7	33
5M	Minnesota	New Clubs	3	0	1
		Charter Members	83	4	26
		New Members	403	330	331
		Drops	392	290	356
		Net Growth	134	64	48
9	Iowa	New Clubs	1	1	0
		Charter Members	28	40	1
		New Members	168	178	112
		Drops	209	172	193
		Net Growth	7	65	-45
27	Wisconsin	New Clubs	2	1	0
		Charter Members	41	21	3
		New Members	381	346	304
		Drops	461	428	399
		Net Growth	-16	-22	-58
Total		New Clubs	6	2	1
		Charter Members	157	65	30
		New Members	1053	966	873
		Drops	1196	1021	1049
		Net Growth	109	100	-22

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	2	0
		Charter Members	2	6	58	115	3
		New Members	387	440	369	349	306
		Drops	665	650	578	569	509
		Net Growth	-240	-174	-106	-42	-166
18	Georgia	New Clubs	2	0	0	1	0
		Charter Members	65	7	1	28	5
		New Members	370	328	296	186	236
		Drops	603	545	540	462	412
		Net Growth	-130	-148	-212	-224	-141
30	Mississippi	New Clubs	0	0	1	1	0
		Charter Members	0	5	36	29	10
		New Members	204	170	119	164	104
		Drops	254	264	236	279	155
		Net Growth	-39	-64	-49	-60	-10
31	North Carolina	New Clubs	0	0	3	1	0
		Charter Members	11	3	102	30	6
		New Members	392	331	360	287	271
		Drops	698	591	559	658	462
		Net Growth	-223	-225	-21	-298	-130
32	South Carolina	New Clubs	1	0	3	0	2
		Charter Members	30	7	87	0	60
		New Members	223	230	207	189	168
		Drops	411	326	347	324	273
		Net Growth	-114	-63	-16	-109	-26
34	Alabama	New Clubs	3	3	0	1	1
		Charter Members	88	96	11	40	21
		New Members	240	210	170	151	206
		Drops	344	303	391	309	257
		Net Growth	19	29	-190	-92	-19
35	Aruba Bahamas Florida	New Clubs	2	1	2	4	2
		Charter Members	68	57	100	102	76
		New Members	548	457	408	376	392
		Drops	789	683	770	819	583
		Net Growth	-22	-45	-119	-225	13
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	0	1
		Charter Members	0	0	0	2	26
		New Members	0	0	0	22	211
		Drops	0	0	0	260	338
		Net Growth	0	0	0	-227	-85
60	Various	New Clubs	0	0	0	0	1
		Charter Members	0	13	1	0	34
		New Members	0	125	174	80	110
		Drops	0	127	172	219	224
		Net Growth	0	39	12	-130	-33
Total	Carlton Lloyd	New Clubs	8	4	11	10	7
		Charter Members	264	194	396	346	241
		New Members	2364	2291	2103	1804	2004
		Drops	3764	3489	3593	3899	3213
		Net Growth	-749	-651	-701	-1407	-597

February (Only) Results

MD	GMT Area	CA 1	Feb-16	Feb-17	Feb-18	Feb-19
12	Tennessee	New Clubs	0	0	0	0
		Charter Members	0	0	41	0
		New Members	73	33	80	67
		Drops	37	48	49	43
		Net Growth	39	-8	94	31
18	Georgia	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	34	37	36	29
		Drops	88	30	79	47
		Net Growth	-50	10	-42	-10
30	Mississippi	New Clubs	0	0	0	0
		Charter Members	1	0	0	1
		New Members	27	16	29	21
		Drops	50	20	32	7
		Net Growth	-20	5	-1	16
31	North Carolina	New Clubs	0	1	0	0
		Charter Members	0	24	2	1
		New Members	48	54	46	31
		Drops	63	68	54	38
		Net Growth	-12	15	-3	0
32	South Carolina	New Clubs	0	1	0	0
		Charter Members	0	24	0	1
		New Members	16	32	19	19
		Drops	24	72	21	29
		Net Growth	-5	-11	-2	-8
34	Alabama	New Clubs	0	0	0	1
		Charter Members	9	2	5	21
		New Members	43	17	27	28
		Drops	26	51	32	45
		Net Growth	26	-28	4	6
35	Aruba Bahamas Florida	New Clubs	0	0	0	1
		Charter Members	2	3	0	20
		New Members	58	52	39	66
		Drops	41	62	55	43
		Net Growth	28	19	-1	51
51	Puerto Rico U S Virgin Islands	New Clubs	0	0	0	1
		Charter Members	0	0	0	26
		New Members	0	0	0	18
		Drops	0	0	0	43
		Net Growth	0	0	0	3
60	Various	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	17	42	13	16
		Drops	13	15	10	17
		Net Growth	9	29	3	0
Total	Carlton Lloyd	New Clubs	0	2	0	3
		Charter Members	12	53	48	70
		New Members	316	283	289	295
		Drops	342	366	332	312
		Net Growth	15	31	52	89

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
12	Tennessee	New Clubs	0	0	1
		Charter Members	0	5	64
		New Members	138	151	165
		Drops	227	171	161
		Net Growth	-80	2	99
18	Georgia	New Clubs	0	0	0
		Charter Members	1	3	1
		New Members	120	128	104
		Drops	212	185	201
		Net Growth	-67	-35	-86
30	Mississippi	New Clubs	1	0	0
		Charter Members	26	0	1
		New Members	66	50	57
		Drops	114	98	88
		Net Growth	-15	-32	-27
31	North Carolina	New Clubs	0	3	0
		Charter Members	1	82	5
		New Members	149	139	115
		Drops	217	204	196
		Net Growth	-58	44	-59
32	South Carolina	New Clubs	0	1	0
		Charter Members	0	26	0
		New Members	93	107	81
		Drops	127	154	114
		Net Growth	-25	-11	-20
34	Alabama	New Clubs	1	0	0
		Charter Members	48	3	20
		New Members	88	72	61
		Drops	138	144	87
		Net Growth	3	-61	8
35	Aruba Bahamas Florida	New Clubs	0	1	0
		Charter Members	12	30	11
		New Members	194	193	175
		Drops	253	200	237
		Net Growth	1	76	3
60	Various	New Clubs	1	0	1
		Charter Members	24	0	27
		New Members	55	99	27
		Drops	46	53	64
		Net Growth	38	50	-5
Total	Carlton Lloyd	New Clubs	3	5	2
		Charter Members	112	149	129
		New Members	903	939	785
		Drops	1334	1209	1148
		Net Growth	-203	33	-87

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
2	Texas	New Clubs	11	6	16	10	6
		Charter Members	385	239	485	334	231
		New Members	2309	2198	2043	1864	1755
		Drops	3495	3293	3363	3318	2507
		Net Growth	-497	-654	-606	-905	-295
3	Oklahoma	New Clubs	2	0	0	0	0
		Charter Members	54	1	1	8	0
		New Members	319	255	204	233	210
		Drops	443	356	393	402	326
		Net Growth	-43	-76	-158	-126	-92
7	Arkansas	New Clubs	3	1	0	1	0
		Charter Members	89	26	0	26	1
		New Members	223	222	208	194	177
		Drops	369	388	335	314	314
		Net Growth	-14	-116	-97	-63	-114
8	Louisiana	New Clubs	3	0	0	0	0
		Charter Members	125	10	2	2	23
		New Members	321	280	225	178	201
		Drops	492	406	362	340	286
		Net Growth	-4	-85	-112	-141	-32
26	Missouri	New Clubs	0	0	2	1	0
		Charter Members	1	4	50	30	10
		New Members	530	511	564	452	367
		Drops	789	806	660	767	726
		Net Growth	-193	-224	23	-233	-294
Total	Gregory Gilliam	New Clubs	19	7	18	12	6
		Charter Members	654	280	538	400	265
		New Members	3702	3466	3244	2921	2710
		Drops	5588	5249	5113	5141	4159
		Net Growth	-751	-1155	-950	-1468	-827

February (Only) Results

MD	GMT Area	CA 1	Feb-16	Feb-17	Feb-18	Feb-19
2	Texas	New Clubs	0	2	0	0
		Charter Members	13	77	34	5
		New Members	293	214	246	222
		Drops	284	312	310	231
		Net Growth	41	13	-2	30
3	Oklahoma	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	38	19	43	36
		Drops	47	43	49	43
		Net Growth	-5	-21	-4	-3
7	Arkansas	New Clubs	0	0	0	0
		Charter Members	0	0	1	0
		New Members	38	35	13	47
		Drops	25	35	25	42
		Net Growth	14	2	-9	8
8	Louisiana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	22	31	16	20
		Drops	39	42	37	11
		Net Growth	-16	-10	-21	13
26	Missouri	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	65	71	68	49
		Drops	72	84	65	40
		Net Growth	1	-8	11	16
Total	Gregory Gilliam	New Clubs	0	2	0	0
		Charter Members	13	77	35	5
		New Members	456	370	386	374
		Drops	467	516	486	367
		Net Growth	35	-24	-25	64

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
2	Texas	New Clubs	2	10	4
		Charter Members	73	303	216
		New Members	888	837	772
		Drops	1115	1117	1042
		Net Growth	-70	126	37
3	Oklahoma	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	97	86	110
		Drops	116	146	157
		Net Growth	-9	-53	-34
7	Arkansas	New Clubs	0	0	0
		Charter Members	1	0	1
		New Members	121	102	86
		Drops	119	106	88
		Net Growth	10	4	5
8	Louisiana	New Clubs	0	0	0
		Charter Members	1	0	0
		New Members	68	79	42
		Drops	121	125	103
		Net Growth	-38	-43	-61
26	Missouri	New Clubs	0	0	0
		Charter Members	1	2	2
		New Members	199	226	180
		Drops	266	306	230
		Net Growth	-32	-55	-22
Total	Gregory Gilliam	New Clubs	2	10	4
		Charter Members	76	305	219
		New Members	1373	1330	1190
		Drops	1737	1800	1620
		Net Growth	-139	-21	-75

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	1	21	0	35
		New Members	222	177	194	191	148
		Drops	456	316	252	280	315
		Net Growth	-153	-117	-12	-58	-104
17	Kansas	New Clubs	1	1	0	1	0
		Charter Members	32	24	1	22	3
		New Members	302	274	304	224	239
		Drops	481	430	427	385	391
		Net Growth	-105	-85	-75	-113	-111
21	Arizona California	New Clubs	3	1	0	0	1
		Charter Members	80	52	8	14	21
		New Members	295	361	290	210	241
		Drops	373	412	326	392	264
		Net Growth	46	63	41	-112	42
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	76	94	82	51	56
		Drops	122	128	99	105	89
		Net Growth	-40	-29	-15	-50	-29
38	Nebraska	New Clubs	0	1	0	0	0
		Charter Members	2	21	0	0	4
		New Members	189	181	136	132	129
		Drops	239	261	186	248	244
		Net Growth	-17	-38	-41	-106	-101
40	Arizona New Mexico	New Clubs	0	0	0	1	0
		Charter Members	0	0	0	24	0
		New Members	98	87	84	65	39
		Drops	195	158	118	108	121
		Net Growth	-79	-59	-20	-10	-73
15	Wyoming	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	81	48	40	38	66
		Drops	102	81	106	83	58
		Net Growth	-13	-23	-55	-42	10
Total	William Phillipi	New Clubs	5	3	1	2	2
		Charter Members	139	98	30	60	63
		New Members	1263	1222	1130	911	918
		Drops	1968	1786	1514	1601	1482
		Net Growth	-361	-288	-177	-491	-366

February (Only) Results

MD	GMT Area	CA 1	Feb-16	Feb-17	Feb-18	Feb-19
6	Colorado	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	22	36	44	19
		Drops	42	24	33	29
		Net Growth	-17	15	25	3
17	Kansas	New Clubs	0	0	0	0
		Charter Members	1	0	0	1
		New Members	43	32	34	25
		Drops	46	40	31	22
		Net Growth	9	-5	6	10
21	Arizona California	New Clubs	0	0	0	0
		Charter Members	0	0	1	0
		New Members	29	30	21	24
		Drops	33	21	34	9
		Net Growth	-1	13	-10	15
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	13	11	6	14
		Drops	23	13	7	13
		Net Growth	-9	-1	0	3
38	Nebraska	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	22	23	31	24
		Drops	24	23	36	40
		Net Growth	1	1	-5	-12
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	20	3	8	3
		Drops	19	16	1	7
		Net Growth	3	-11	7	-4
15	Wyoming	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	8	5	8	9
		Drops	5	12	8	4
		Net Growth	5	-7	0	5
Total	William Phillipi	New Clubs	0	0	0	0
		Charter Members	3	0	1	1
		New Members	157	140	152	118
		Drops	192	149	150	124
		Net Growth	-9	5	23	20

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
6	Colorado	New Clubs	0	0	0
		Charter Members	1	0	0
		New Members	92	86	145
		Drops	116	84	108
		Net Growth	-16	9	60
17	Kansas	New Clubs	1	0	0
		Charter Members	23	0	0
		New Members	115	116	115
		Drops	165	126	131
		Net Growth	1	6	-11
21	Arizona California	New Clubs	0	0	0
		Charter Members	4	0	1
		New Members	95	87	82
		Drops	109	71	117
		Net Growth	14	29	-11
28	Utah	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	56	21	20
		Drops	50	29	36
		Net Growth	9	-6	-14
38	Nebraska	New Clubs	1	0	0
		Charter Members	25	0	0
		New Members	63	79	80
		Drops	101	74	77
		Net Growth	-8	7	4
40	Arizona New Mexico	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	34	36	37
		Drops	55	63	32
		Net Growth	-17	-13	7
15	Wyoming	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	19	24	22
		Drops	21	17	35
		Net Growth	0	11	-13
Total	William Phillipi	New Clubs	2	0	0
Charter Members		53	0	1	
New Members		474	449	501	
Drops		617	464	536	
Net Growth		-17	43	22	

MD Wise Analysis

MD	GMT Area	CA 1	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019
4	California	New Clubs	6	8	18	10	4
		Charter Members	251	313	685	335	160
		New Members	1796	1633	1635	1468	1366
		Drops	2051	2232	2103	2649	2048
		Net Growth	215	-79	444	-581	-315
19	British Columbia Idaho Washington	New Clubs	0	0	1	2	2
		Charter Members	7	3	26	49	51
		New Members	408	390	360	401	316
		Drops	676	649	612	609	497
		Net Growth	-158	-193	-166	-112	-54
36	California Oregon	New Clubs	2	1	1	0	0
		Charter Members	56	31	28	5	6
		New Members	310	259	217	209	191
		Drops	392	420	419	357	279
		Net Growth	26	-90	-129	-111	-33
37	Alberta Montana	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	150	0	0	0	0
		Drops	176	0	0	0	0
		Net Growth	-8	0	0	0	0
39	Idaho Oregon	New Clubs	0	0	2	0	0
		Charter Members	10	2	43	1	0
		New Members	118	98	84	55	55
		Drops	111	167	115	132	150
		Net Growth	30	-56	15	-66	-91
49	Alaska British Columbia Yukon Territory	New Clubs	0	1	2	0	0
		Charter Members	4	32	49	2	4
		New Members	235	193	188	172	182
		Drops	252	492	333	344	280
		Net Growth	22	-245	-54	-153	-79
50	Hawaii	New Clubs	0	1	1	0	0
		Charter Members	2	30	22	1	0
		New Members	155	155	118	77	102
		Drops	168	170	196	171	115
		Net Growth	5	31	-32	-74	0
46	California Nevada	New Clubs	1	0	0	1	1
		Charter Members	24	1	30	43	22
		New Members	100	93	95	80	112
		Drops	242	173	119	246	123
		Net Growth	-105	-48	21	-109	26
37	Montana	New Clubs	0	0	2	0	0
		Charter Members	0	0	52	0	0
		New Members	0	113	65	88	106
		Drops	0	124	129	107	128
		Net Growth	0	-1	1	-14	-9
Total	Howard Hudson	New Clubs	9	11	27	13	7
		Charter Members	354	412	935	436	243
		New Members	3272	2934	2762	2550	2430
		Drops	4068	4427	4026	4615	3620
		Net Growth	27	-681	100	-1220	-555

February (Only) Results

MD	GMT Area	CA 1	Feb-16	Feb-17	Feb-18	Feb-19
4	California	New Clubs	0	2	1	0
		Charter Members	24	55	48	2
		New Members	174	166	163	142
		Drops	227	129	202	147
		Net Growth	-6	109	26	18
19	British Columbia Idaho Washington	New Clubs	0	1	0	1
		Charter Members	1	24	0	23
		New Members	51	54	51	34
		Drops	49	45	52	46
		Net Growth	11	38	2	15
36	California Oregon	New Clubs	0	0	0	0
		Charter Members	2	0	1	0
		New Members	39	44	17	24
		Drops	26	24	14	19
		Net Growth	21	26	7	5
39	Idaho Oregon	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	14	4	6	4
		Drops	8	18	15	20
		Net Growth	8	-14	-8	-16
49	Alaska British Columbia Yukon Territory	New Clubs	0	2	0	0
		Charter Members	0	46	0	0
		New Members	49	11	10	22
		Drops	156	44	19	11
		Net Growth	-102	14	-7	12
50	Hawaii	New Clubs	1	0	0	0
		Charter Members	29	0	0	0
		New Members	12	15	11	12
		Drops	10	11	4	9
		Net Growth	36	6	8	5
46	California Nevada	New Clubs	0	0	0	0
		Charter Members	0	2	18	0
		New Members	11	3	10	15
		Drops	22	5	37	12
		Net Growth	-10	2	-7	4
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	10	4	7	8
		Drops	11	16	12	16
		Net Growth	1	-9	-4	-7
Total	Howard Hudson	New Clubs	1	5	1	1
		Charter Members	57	127	67	25
		New Members	360	301	275	261
		Drops	509	292	355	280
		Net Growth	-41	172	17	36

Statement for 3rd Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2015-2016 3rd Qtr	2016-2017 3rd Qtr	2017-2018 3rd Qtr
4	California	New Clubs Charter Members New Members Drops Net Growth	3 158 538 683 87	6 186 476 557 167	5 165 590 663 180
19	British Columbia Idaho Washington	New Clubs Charter Members New Members Drops Net Growth	0 3 192 204 11	1 36 205 180 80	0 9 178 218 -15
36	California Oregon	New Clubs Charter Members New Members Drops Net Growth	0 2 123 131 15	0 0 106 112 17	0 3 79 146 -31
39	Idaho Oregon	New Clubs Charter Members New Members Drops Net Growth	0 1 47 64 -10	0 0 36 47 -9	0 0 19 56 -35
49	Alaska British Columbia Yukon Territory	New Clubs Charter Members New Members Drops Net Growth	0 0 90 187 -81	2 47 65 161 -34	0 0 91 125 -29
50	Hawaii	New Clubs Charter Members New Members Drops Net Growth	1 29 57 41 54	0 13 51 42 38	0 0 28 22 14
46	California Nevada	New Clubs Charter Members New Members Drops Net Growth	0 1 25 43 -10	0 2 23 39 -10	0 18 40 91 -30
37	Montana	New Clubs Charter Members New Members Drops Net Growth	0 0 49 37 14	0 3 20 47 -16	0 0 22 34 -9
Total	Howard Hudson	New Clubs Charter Members New Members Drops Net Growth	4 194 1121 1390 80	9 287 982 1185 233	5 195 1047 1355 45

