

# MD ANALYSIS

## CA 1 January Analysis

### GAT Constitutional Area 1 Leader: Open

#### July 2019 to January 2020 (7 months) Results

| CA 1                   | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|------------------------|-----------|-----------|-----------|-----------|-----------|
| <b>New Clubs</b>       | 40        | 78        | 63        | 27        | 31        |
| <b>Charter Members</b> | 1527      | 2495      | 1987      | 1049      | 1264      |
| <b>New Members</b>     | 16753     | 16115     | 14215     | 13804     | 14206     |
| <b>Drops</b>           | 25587     | 24893     | 26229     | 22239     | 22075     |
| <b>Net Growth</b>      | -5163     | -4088     | -7917     | -5216     | -4522     |

#### January (Only Results)

| CA 1                   | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|------------------------|--------|--------|--------|--------|
| <b>New Clubs</b>       | 12     | 11     | 5      | 11     |
| <b>Charter Members</b> | 392    | 348    | 137    | 425    |
| <b>New Members</b>     | 2593   | 2414   | 2357   | 2466   |
| <b>Drops</b>           | 3927   | 3989   | 2915   | 3223   |
| <b>Net Growth</b>      | -572   | -882   | -61    | 70     |

#### Statement for 3rd Quarter Results(previous 3 years)

| CA 1                   | 2016-2017<br>3rd Qtr | 2017-2018<br>3rd Qtr | 2018-2019<br>3rd Qtr |
|------------------------|----------------------|----------------------|----------------------|
| <b>New Clubs</b>       | 37                   | 27                   | 22                   |
| <b>Charter Members</b> | 1205                 | 977                  | 659                  |
| <b>New Members</b>     | 7305                 | 6820                 | 6451                 |
| <b>Drops</b>           | 8805                 | 8925                 | 7030                 |
| <b>Net Growth</b>      | 574                  | -259                 | 923                  |

### MD Wise Analysis

| MD | GMT Area                                     | CA 1            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|----|--|-----------------|-----------|-----------|-----------|-----------|-----------|
| 2  | Texas  | New Clubs       | 0         | 0         | 0         | 0         | 6         |
|    |  | Charter Members | 0         | 0         | 0         | 0         | 252       |
|    |  | New Members     | 0         | 0         | 0         | 0         | 1568      |
|    |  | Drops           | 0         | 0         | 0         | 0         | 2372      |
|    |  | Net Growth      | 0         | 0         | 0         | 0         | -369      |
| 3  | Oklahoma                                     | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|    |  | Charter Members | 0         | 0         | 0         | 0         | 1         |
|    |  | New Members     | 0         | 0         | 0         | 0         | 157       |
|    |  | Drops           | 0         | 0         | 0         | 0         | 278       |
|    |  | Net Growth      | 0         | 0         | 0         | 0         | -58       |
| 8  | Louisiana                                    | New Clubs       | 0         | 0         | 0         | 0         | 1         |
|    |  | Charter Members | 0         | 0         | 0         | 0         | 25        |
|    |  | New Members     | 0         | 0         | 0         | 0         | 162       |
|    |  | Drops           | 0         | 0         | 0         | 0         | 297       |
|    |  | Net Growth      | 0         | 0         | 0         | 0         | -99       |
| 16 | New Jersey                                   | New Clubs       | 0         | 0         | 1         | 0         | 0         |
|    |  | Charter Members | 7         | 3         | 26        | 7         | 0         |
|    |  | New Members     | 211       | 244       | 211       | 188       | 0         |
|    |  | Drops           | 412       | 389       | 353       | 322       | 0         |
|    |  | Net Growth      | -132      | -109      | -76       | -56       | 0         |
| 20 | Bermuda<br>New York                          | New Clubs       | 3         | 3         | 4         | 0         | 0         |
|    |  | Charter Members | 98        | 83        | 109       | 38        | 0         |
|    |  | New Members     | 698       | 795       | 658       | 650       | 0         |
|    |  | Drops           | 1090      | 1046      | 1008      | 965       | 0         |
|    |  | Net Growth      | -182      | -78       | -167      | -148      | 0         |
| 22 | Delaware<br>District Of Columbia<br>Maryland | New Clubs       | 0         | 2         | 1         | 0         | 0         |
|    |  | Charter Members | 4         | 87        | 43        | 0         | 0         |
|    |  | New Members     | 304       | 335       | 282       | 260       | 0         |
|    |  | Drops           | 454       | 414       | 554       | 365       | 0         |
|    |  | Net Growth      | -100      | 42        | -193      | -64       | 0         |
| 23 | Connecticut                                  | New Clubs       | 1         | 2         | 3         | 0         | 0         |
|    |  | Charter Members | 40        | 68        | 51        | 14        | 0         |
|    |  | New Members     | 214       | 218       | 180       | 182       | 0         |
|    |  | Drops           | 348       | 361       | 382       | 388       | 0         |
|    |  | Net Growth      | -69       | -48       | -123      | -179      | 0         |
| 33 | Massachusetts                                | New Clubs       | 0         | 1         | 0         | 0         | 0         |
|    |  | Charter Members | 8         | 26        | 4         | 2         | 0         |
|    |  | New Members     | 363       | 334       | 295       | 288       | 0         |
|    |  | Drops           | 534       | 523       | 523       | 464       | 0         |
|    |  | Net Growth      | -130      | -113      | -176      | -143      | 0         |
| 44 | New Hampshire                                | New Clubs       | 1         | 1         | 2         | 1         | 0         |
|    |  | Charter Members | 57        | 20        | 47        | 23        | 0         |
|    |  | New Members     | 122       | 125       | 108       | 91        | 0         |
|    |  | Drops           | 188       | 176       | 174       | 105       | 0         |
|    |  | Net Growth      | 0         | -19       | -13       | 21        | 0         |
| 42 | Rhode Island                                 | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|    |  | Charter Members | 3         | 1         | 0         | 1         | 0         |
|    |  | New Members     | 38        | 42        | 43        | 36        | 0         |
|    |  | Drops           | 65        | 43        | 52        | 41        | 0         |
|    |  | Net Growth      | -12       | 1         | -6        | -2        | 0         |

|              |                             |                        | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|--------------|-----------------------------|------------------------|-----------|-----------|-----------|-----------|-----------|
| <b>45</b>    | <b>New York<br/>Vermont</b> | <b>New Clubs</b>       | 0         | 0         | 0         | 0         | 0         |
|              |                             | <b>Charter Members</b> | 0         | 0         | 0         | 0         | 0         |
|              |                             | <b>New Members</b>     | 41        | 52        | 37        | 50        | 0         |
|              |                             | <b>Drops</b>           | 88        | 115       | 75        | 54        | 0         |
|              |                             | <b>Net Growth</b>      | -46       | -57       | -26       | 7         | 0         |
| <b>41</b>    | <b>Maine</b>                | <b>New Clubs</b>       | 0         | 0         | 0         | 0         | 0         |
|              |                             | <b>Charter Members</b> | 4         | 0         | 0         | 2         | 0         |
|              |                             | <b>New Members</b>     | 82        | 89        | 82        | 78        | 0         |
|              |                             | <b>Drops</b>           | 106       | 123       | 117       | 115       | 0         |
|              |                             | <b>Net Growth</b>      | -13       | -22       | -29       | -22       | 0         |
| <b>Total</b> |                             | <b>New Clubs</b>       | 5         | 9         | 11        | 1         | 7         |
|              |                             | <b>Charter Members</b> | 221       | 288       | 280       | 87        | 278       |
|              |                             | <b>New Members</b>     | 2073      | 2234      | 1896      | 1823      | 1887      |
|              |                             | <b>Drops</b>           | 3285      | 3190      | 3238      | 2819      | 2947      |
|              |                             | <b>Net Growth</b>      | -684      | -403      | -809      | -586      | -526      |

## January (Only) Results

| MD | GMT Area                                     | CA 1            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|----|--|-----------------|--------|--------|--------|--------|
| 2  | Texas  | New Clubs       | 0      | 0      | 0      | 4      |
|    |  | Charter Members | 0      | 0      | 0      | 122    |
|    |  | New Members     | 0      | 0      | 0      | 235    |
|    |  | Drops           | 0      | 0      | 0      | 326    |
|    |  | Net Growth      | 0      | 0      | 0      | 76     |
| 3  | Oklahoma                                     | New Clubs       | 0      | 0      | 0      | 0      |
|    |  | Charter Members | 0      | 0      | 0      | 0      |
|    |  | New Members     | 0      | 0      | 0      | 21     |
|    |  | Drops           | 0      | 0      | 0      | 50     |
|    |  | Net Growth      | 0      | 0      | 0      | -29    |
| 8  | Louisiana                                    | New Clubs       | 0      | 0      | 0      | 1      |
|    |  | Charter Members | 0      | 0      | 0      | 24     |
|    |  | New Members     | 0      | 0      | 0      | 25     |
|    |  | Drops           | 0      | 0      | 0      | 72     |
|    |  | Net Growth      | 0      | 0      | 0      | -23    |
| 16 | New Jersey                                   | New Clubs       | 0      | 1      | 0      | 0      |
|    |  | Charter Members | 2      | 22     | 1      | 0      |
|    |  | New Members     | 52     | 41     | 41     | 0      |
|    |  | Drops           | 54     | 35     | 44     | 0      |
|    |  | Net Growth      | 6      | 28     | 21     | 0      |
| 20 | Bermuda<br>New York                          | New Clubs       | 1      | 3      | 0      | 0      |
|    |  | Charter Members | 27     | 77     | 1      | 0      |
|    |  | New Members     | 104    | 146    | 77     | 0      |
|    |  | Drops           | 160    | 140    | 129    | 0      |
|    |  | Net Growth      | -25    | 92     | -41    | 0      |
| 22 | Delaware<br>District Of Columbia<br>Maryland | New Clubs       | 0      | 1      | 0      | 0      |
|    |  | Charter Members | 0      | 43     | 0      | 0      |
|    |  | New Members     | 63     | 44     | 58     | 0      |
|    |  | Drops           | 69     | 129    | 40     | 0      |
|    |  | Net Growth      | -3     | -39    | 26     | 0      |
| 23 | Connecticut                                  | New Clubs       | 1      | 0      | 0      | 0      |
|    |  | Charter Members | 24     | 0      | 0      | 0      |
|    |  | New Members     | 47     | 43     | 43     | 0      |
|    |  | Drops           | 35     | 63     | 66     | 0      |
|    |  | Net Growth      | 42     | -18    | -16    | 0      |
| 33 | Massachusetts                                | New Clubs       | 0      | 0      | 0      | 0      |
|    |  | Charter Members | 0      | 0      | 0      | 0      |
|    |  | New Members     | 48     | 35     | 36     | 0      |
|    |  | Drops           | 88     | 52     | 44     | 0      |
|    |  | Net Growth      | -25    | -6     | 3      | 0      |
| 44 | New Hampshire                                | New Clubs       | 1      | 2      | 1      | 0      |
|    |  | Charter Members | 20     | 40     | 21     | 0      |
|    |  | New Members     | 13     | 17     | 29     | 0      |
|    |  | Drops           | 10     | 40     | 16     | 0      |
|    |  | Net Growth      | 23     | 20     | 37     | 0      |

|       |                     |                 | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-------|---------------------|-----------------|--------|--------|--------|--------|
| 42    | Rhode Island        | New Clubs       | 0      | 0      | 0      | 0      |
|       |                     | Charter Members | 0      | 0      | 0      | 0      |
|       |                     | New Members     | 8      | 8      | 9      | 0      |
|       |                     | Drops           | 5      | 4      | 7      | 0      |
|       |                     | Net Growth      | 3      | 5      | 2      | 0      |
| 45    | New York<br>Vermont | New Clubs       | 0      | 0      | 0      | 0      |
|       |                     | Charter Members | 0      | 0      | 0      | 0      |
|       |                     | New Members     | 12     | 8      | 5      | 0      |
|       |                     | Drops           | 23     | 9      | 3      | 0      |
|       |                     | Net Growth      | -10    | -1     | 2      | 0      |
| 41    | Maine               | New Clubs       | 0      | 0      | 0      | 0      |
|       |                     | Charter Members | 0      | 0      | 0      | 0      |
|       |                     | New Members     | 18     | 11     | 20     | 0      |
|       |                     | Drops           | 16     | 26     | 11     | 0      |
|       |                     | Net Growth      | 4      | -12    | 11     | 0      |
| Total |                     | New Clubs       | 3      | 7      | 1      | 5      |
|       |                     | Charter Members | 73     | 182    | 23     | 146    |
|       |                     | New Members     | 365    | 353    | 318    | 281    |
|       |                     | Drops           | 460    | 498    | 360    | 448    |
|       |                     | Net Growth      | 15     | 69     | 45     | 24     |

**Statement for 3rd Quarter Results (previous 3 years)**

| <b>MD</b> | <b>GMT Area</b>                                       | <b>CA 1</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|-----------|---|------------------------|------------------------------|------------------------------|------------------------------|
| <b>16</b> | <b>New Jersey</b>                                     | <b>New Clubs</b>       | 0                            | 2                            | 1                            |
|           |   | <b>Charter Members</b> | 2                            | 48                           | 28                           |
|           |   | <b>New Members</b>     | 108                          | 91                           | 117                          |
|           |   | <b>Drops</b>           | 111                          | 102                          | 71                           |
|           |   | <b>Net Growth</b>      | 11                           | 42                           | 99                           |
| <b>20</b> | <b>Bermuda<br/>New York</b>                           | <b>New Clubs</b>       | 4                            | 5                            | 2                            |
|           |   | <b>Charter Members</b> | 99                           | 138                          | 74                           |
|           |   | <b>New Members</b>     | 274                          | 313                          | 250                          |
|           |   | <b>Drops</b>           | 326                          | 365                          | 314                          |
|           |   | <b>Net Growth</b>      | 63                           | 106                          | 31                           |
| <b>22</b> | <b>Delaware<br/>District Of Columbia<br/>Maryland</b> | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|           |   | <b>Charter Members</b> | 1                            | 47                           | 0                            |
|           |   | <b>New Members</b>     | 152                          | 126                          | 135                          |
|           |   | <b>Drops</b>           | 151                          | 220                          | 112                          |
|           |   | <b>Net Growth</b>      | 17                           | -27                          | 39                           |
| <b>23</b> | <b>Connecticut</b>                                    | <b>New Clubs</b>       | 1                            | 0                            | 0                            |
|           |   | <b>Charter Members</b> | 28                           | 0                            | 0                            |
|           |   | <b>New Members</b>     | 96                           | 111                          | 99                           |
|           |   | <b>Drops</b>           | 84                           | 115                          | 120                          |
|           |   | <b>Net Growth</b>      | 49                           | 0                            | -10                          |
| <b>33</b> | <b>Massachusetts</b>                                  | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|           |   | <b>Charter Members</b> | 14                           | 0                            | 0                            |
|           |   | <b>New Members</b>     | 139                          | 143                          | 121                          |
|           |   | <b>Drops</b>           | 155                          | 106                          | 113                          |
|           |   | <b>Net Growth</b>      | 26                           | 55                           | 28                           |
| <b>44</b> | <b>New Hampshire</b>                                  | <b>New Clubs</b>       | 1                            | 2                            | 1                            |
|           |   | <b>Charter Members</b> | 23                           | 47                           | 26                           |
|           |   | <b>New Members</b>     | 50                           | 56                           | 60                           |
|           |   | <b>Drops</b>           | 44                           | 57                           | 29                           |
|           |   | <b>Net Growth</b>      | 33                           | 52                           | 62                           |
| <b>42</b> | <b>Rhode Island</b>                                   | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|           |   | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|           |   | <b>New Members</b>     | 23                           | 20                           | 26                           |
|           |   | <b>Drops</b>           | 14                           | 13                           | 12                           |
|           |   | <b>Net Growth</b>      | 11                           | 8                            | 14                           |
| <b>45</b> | <b>New York<br/>Vermont</b>                           | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|           |   | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|           |   | <b>New Members</b>     | 24                           | 28                           | 12                           |
|           |   | <b>Drops</b>           | 36                           | 24                           | 13                           |
|           |   | <b>Net Growth</b>      | -7                           | 5                            | 1                            |
| <b>41</b> | <b>Maine</b>  | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|           |   | <b>Charter Members</b> | 0                            | 0                            | 1                            |
|           |   | <b>New Members</b>     | 58                           | 35                           | 53                           |
|           |   | <b>Drops</b>           | 44                           | 43                           | 27                           |
|           |   | <b>Net Growth</b>      | 18                           | -2                           | 33                           |

|              |                        | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>Total</b> | <b>New Clubs</b>       | 6                            | 10                           | 4                            |
|              | <b>Charter Members</b> | 167                          | 280                          | 129                          |
|              | <b>New Members</b>     | 924                          | 923                          | 873                          |
|              | <b>Drops</b>           | 965                          | 1045                         | 811                          |
|              | <b>Net Growth</b>      | 221                          | 239                          | 297                          |

### MD Wise Analysis

| MD           | GMT Area              | CA 1            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|--------------|-----------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 4            | California            | New Clubs       | 0         | 0         | 0         | 0         | 6         |
|              |                       | Charter Members | 0         | 0         | 0         | 0         | 245       |
|              |                       | New Members     | 0         | 0         | 0         | 0         | 1418      |
|              |                       | Drops           | 0         | 0         | 0         | 0         | 1762      |
|              |                       | Net Growth      | 0         | 0         | 0         | 0         | 76        |
| 13           | Ohio                  | New Clubs       | 0         | 2         | 1         | 0         | 0         |
|              |                       | Charter Members | 5         | 56        | 35        | 4         | 0         |
|              |                       | New Members     | 518       | 491       | 392       | 401       | 0         |
|              |                       | Drops           | 813       | 816       | 780       | 658       | 0         |
|              |                       | Net Growth      | -221      | -227      | -293      | -195      | 0         |
| 14           | Pennsylvania          | New Clubs       | 3         | 2         | 6         | 1         | 0         |
|              |                       | Charter Members | 112       | 52        | 202       | 25        | 0         |
|              |                       | New Members     | 728       | 732       | 766       | 678       | 0         |
|              |                       | Drops           | 1267      | 1208      | 1342      | 1196      | 0         |
|              |                       | Net Growth      | -341      | -345      | -282      | -390      | 0         |
| 21           | Arizona<br>California | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|              |                       | Charter Members | 0         | 0         | 0         | 0         | 28        |
|              |                       | New Members     | 0         | 0         | 0         | 0         | 206       |
|              |                       | Drops           | 0         | 0         | 0         | 0         | 275       |
|              |                       | Net Growth      | 0         | 0         | 0         | 0         | -3        |
| 24           | Virginia              | New Clubs       | 0         | 1         | 2         | 2         | 0         |
|              |                       | Charter Members | 4         | 29        | 126       | 55        | 0         |
|              |                       | New Members     | 358       | 305       | 334       | 263       | 0         |
|              |                       | Drops           | 507       | 552       | 507       | 478       | 0         |
|              |                       | Net Growth      | -109      | -155      | -1        | -128      | 0         |
| 29           | West Virginia         | New Clubs       | 0         | 0         | 0         | 1         | 0         |
|              |                       | Charter Members | 1         | 2         | 1         | 22        | 0         |
|              |                       | New Members     | 223       | 169       | 133       | 158       | 0         |
|              |                       | Drops           | 273       | 304       | 303       | 220       | 0         |
|              |                       | Net Growth      | -33       | -109      | -147      | -15       | 0         |
| 40           | Arizona<br>New Mexico | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|              |                       | Charter Members | 0         | 0         | 0         | 0         | 1         |
|              |                       | New Members     | 0         | 0         | 0         | 0         | 63        |
|              |                       | Drops           | 0         | 0         | 0         | 0         | 56        |
|              |                       | Net Growth      | 0         | 0         | 0         | 0         | 28        |
| 50           | Hawaii                | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|              |                       | Charter Members | 0         | 0         | 0         | 0         | 3         |
|              |                       | New Members     | 0         | 0         | 0         | 0         | 72        |
|              |                       | Drops           | 0         | 0         | 0         | 0         | 102       |
|              |                       | Net Growth      | 0         | 0         | 0         | 0         | -11       |
| 46           | California<br>Nevada  | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|              |                       | Charter Members | 0         | 0         | 0         | 0         | 0         |
|              |                       | New Members     | 0         | 0         | 0         | 0         | 79        |
|              |                       | Drops           | 0         | 0         | 0         | 0         | 125       |
|              |                       | Net Growth      | 0         | 0         | 0         | 0         | -41       |
| <b>Total</b> |                       | New Clubs       | 3         | 5         | 9         | 4         | 6         |
|              |                       | Charter Members | 122       | 139       | 364       | 106       | 277       |
|              |                       | New Members     | 1827      | 1697      | 1625      | 1500      | 1838      |
|              |                       | Drops           | 2860      | 2880      | 2932      | 2552      | 2320      |
|              |                       | Net Growth      | -704      | -836      | -723      | -728      | 49        |



## January (Only) Results

| MD           | GMT Area              | CA 1                   | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|--------------|-----------------------|------------------------|--------|--------|--------|--------|
| 4            | California            | New Clubs              | 0      | 0      | 0      | 2      |
|              |                       | Charter Members        | 0      | 0      | 0      | 117    |
|              |                       | New Members            | 0      | 0      | 0      | 217    |
|              |                       | Drops                  | 0      | 0      | 0      | 224    |
|              |                       | Net Growth             | 0      | 0      | 0      | 135    |
| 13           | Ohio                  | New Clubs              | 0      | 0      | 0      | 0      |
|              |                       | Charter Members        | 1      | 1      | 1      | 0      |
|              |                       | New Members            | 99     | 64     | 76     | 0      |
|              |                       | Drops                  | 150    | 94     | 102    | 0      |
|              |                       | Net Growth             | -46    | -25    | -11    | 0      |
| 14           | Pennsylvania          | New Clubs              | 0      | 0      | 0      | 0      |
|              |                       | Charter Members        | 2      | 5      | 2      | 0      |
|              |                       | New Members            | 134    | 136    | 144    | 0      |
|              |                       | Drops                  | 216    | 217    | 130    | 0      |
|              |                       | Net Growth             | -64    | -66    | 48     | 0      |
| 21           | Arizona<br>California | New Clubs              | 0      | 0      | 0      | 0      |
|              |                       | Charter Members        | 0      | 0      | 0      | 20     |
|              |                       | New Members            | 0      | 0      | 0      | 29     |
|              |                       | Drops                  | 0      | 0      | 0      | 25     |
|              |                       | Net Growth             | 0      | 0      | 0      | 31     |
| 24           | Virginia              | New Clubs              | 0      | 0      | 2      | 0      |
|              |                       | Charter Members        | 7      | 0      | 46     | 0      |
|              |                       | New Members            | 62     | 40     | 47     | 0      |
|              |                       | Drops                  | 90     | 73     | 93     | 0      |
|              |                       | Net Growth             | -1     | -29    | 4      | 0      |
| 29           | West Virginia         | New Clubs              | 0      | 0      | 0      | 0      |
|              |                       | Charter Members        | 0      | 1      | 1      | 0      |
|              |                       | New Members            | 34     | 22     | 38     | 0      |
|              |                       | Drops                  | 51     | 43     | 41     | 0      |
|              |                       | Net Growth             | -11    | -19    | -1     | 0      |
| 40           | Arizona<br>New Mexico | New Clubs              | 0      | 0      | 0      | 0      |
|              |                       | Charter Members        | 0      | 0      | 0      | 0      |
|              |                       | New Members            | 0      | 0      | 0      | 15     |
|              |                       | Drops                  | 0      | 0      | 0      | 6      |
|              |                       | Net Growth             | 0      | 0      | 0      | 13     |
| 50           | Hawaii                | New Clubs              | 0      | 0      | 0      | 0      |
|              |                       | Charter Members        | 0      | 0      | 0      | 0      |
|              |                       | New Members            | 0      | 0      | 0      | 9      |
|              |                       | Drops                  | 0      | 0      | 0      | 4      |
|              |                       | Net Growth             | 0      | 0      | 0      | 7      |
| 46           | California<br>Nevada  | New Clubs              | 0      | 0      | 0      | 0      |
|              |                       | Charter Members        | 0      | 0      | 0      | 0      |
|              |                       | New Members            | 0      | 0      | 0      | 22     |
|              |                       | Drops                  | 0      | 0      | 0      | 16     |
|              |                       | Net Growth             | 0      | 0      | 0      | 7      |
| <b>Total</b> |                       | <b>New Clubs</b>       | 0      | 0      | 2      | 2      |
|              |                       | <b>Charter Members</b> | 10     | 7      | 50     | 137    |
|              |                       | <b>New Members</b>     | 329    | 262    | 305    | 292    |
|              |                       | <b>Drops</b>           | 507    | 427    | 366    | 275    |
|              |                       | <b>Net Growth</b>      | -122   | -139   | 40     | 193    |

**Statement for 3rd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>      | <b>CA 1</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|----------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>13</b>    | <b>Ohio</b>          | <b>New Clubs</b>       | 0                            | 0                            | 1                            |
|              |                      | <b>Charter Members</b> | 11                           | 1                            | 27                           |
|              |                      | <b>New Members</b>     | 249                          | 186                          | 179                          |
|              |                      | <b>Drops</b>           | 343                          | 264                          | 256                          |
|              |                      | <b>Net Growth</b>      | -68                          | -64                          | -23                          |
| <b>14</b>    | <b>Pennsylvania</b>  | <b>New Clubs</b>       | 2                            | 2                            | 0                            |
|              |                      | <b>Charter Members</b> | 74                           | 52                           | 8                            |
|              |                      | <b>New Members</b>     | 333                          | 355                          | 312                          |
|              |                      | <b>Drops</b>           | 466                          | 508                          | 353                          |
|              |                      | <b>Net Growth</b>      | -23                          | -68                          | 17                           |
| <b>24</b>    | <b>Virginia</b>      | <b>New Clubs</b>       | 0                            | 0                            | 3                            |
|              |                      | <b>Charter Members</b> | 8                            | 1                            | 78                           |
|              |                      | <b>New Members</b>     | 159                          | 113                          | 153                          |
|              |                      | <b>Drops</b>           | 187                          | 197                          | 185                          |
|              |                      | <b>Net Growth</b>      | 14                           | -69                          | 60                           |
| <b>29</b>    | <b>West Virginia</b> | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|              |                      | <b>Charter Members</b> | 0                            | 21                           | 1                            |
|              |                      | <b>New Members</b>     | 97                           | 65                           | 91                           |
|              |                      | <b>Drops</b>           | 117                          | 86                           | 79                           |
|              |                      | <b>Net Growth</b>      | -9                           | 5                            | 16                           |
| <b>Total</b> |                      | <b>New Clubs</b>       | 2                            | 3                            | 4                            |
|              |                      | <b>Charter Members</b> | 93                           | 75                           | 114                          |
|              |                      | <b>New Members</b>     | 838                          | 719                          | 735                          |
|              |                      | <b>Drops</b>           | 1113                         | 1055                         | 873                          |
|              |                      | <b>Net Growth</b>      | -86                          | -196                         | 70                           |

### MD Wise Analysis

| MD    | GMT Area   | CA 1            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|-------|--|-----------------|-----------|-----------|-----------|-----------|-----------|
| 1     | Illinois   | New Clubs       | 3         | 3         | 2         | 0         | 0         |
|       |  | Charter Members | 114       | 80        | 60        | 19        | 0         |
|       |  | New Members     | 716       | 622       | 531       | 614       | 0         |
|       |  | Drops           | 874       | 978       | 995       | 898       | 0         |
|       |  | Net Growth      | 41        | -166      | -331      | -165      | 0         |
| 5     | North Dakota<br>Saskatchewan<br>South Dakota         | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |  | Charter Members | 0         | 0         | 0         | 0         | 11        |
|       |  | New Members     | 0         | 0         | 0         | 0         | 286       |
|       |  | Drops           | 0         | 0         | 0         | 0         | 439       |
|       |  | Net Growth      | 0         | 0         | 0         | 0         | -97       |
| 5M    | Manitoba<br>Minnesota<br>Ontario                     | New Clubs       | 0         | 0         | 0         | 0         | 3         |
|       |  | Charter Members | 0         | 0         | 0         | 0         | 76        |
|       |  | New Members     | 0         | 0         | 0         | 0         | 852       |
|       |  | Drops           | 0         | 0         | 0         | 0         | 1223      |
|       |  | Net Growth      | 0         | 0         | 0         | 0         | -188      |
| 11    | Michigan   | New Clubs       | 3         | 1         | 1         | 1         | 0         |
|       |  | Charter Members | 84        | 27        | 76        | 17        | 0         |
|       |  | New Members     | 457       | 542       | 476       | 467       | 0         |
|       |  | Drops           | 824       | 796       | 809       | 701       | 0         |
|       |  | Net Growth      | -218      | -163      | -185      | -163      | 0         |
| 25    | Indiana  | New Clubs       | 0         | 2         | 0         | 0         | 0         |
|       |  | Charter Members | 10        | 64        | 3         | 1         | 0         |
|       |  | New Members     | 462       | 436       | 378       | 355       | 0         |
|       |  | Drops           | 695       | 708       | 720       | 588       | 0         |
|       |  | Net Growth      | -135      | -165      | -280      | -184      | 0         |
| 43    | Kentucky   | New Clubs       | 0         | 2         | 0         | 1         | 0         |
|       |  | Charter Members | 5         | 48        | 3         | 21        | 0         |
|       |  | New Members     | 251       | 228       | 169       | 178       | 0         |
|       |  | Drops           | 439       | 425       | 463       | 408       | 0         |
|       |  | Net Growth      | -158      | -99       | -257      | -189      | 0         |
| 10    | Michigan   | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |  | Charter Members | 0         | 0         | 3         | 0         | 0         |
|       |  | New Members     | 80        | 52        | 40        | 61        | 0         |
|       |  | Drops           | 98        | 119       | 83        | 98        | 0         |
|       |  | Net Growth      | -13       | -62       | -34       | -12       | 0         |
| C     | Alberta<br>British Columbia<br>Northwest Territories | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |  | Charter Members | 0         | 0         | 0         | 0         | 1         |
|       |  | New Members     | 0         | 0         | 0         | 0         | 151       |
|       |  | Drops           | 0         | 0         | 0         | 0         | 226       |
|       |  | Net Growth      | 0         | 0         | 0         | 0         | -54       |
| Total |  | New Clubs       | 6         | 8         | 3         | 2         | 3         |
|       |  | Charter Members | 213       | 219       | 145       | 58        | 88        |
|       |  | New Members     | 1966      | 1880      | 1594      | 1675      | 1289      |
|       |  | Drops           | 2930      | 3026      | 3070      | 2693      | 1888      |
|       |  | Net Growth      | -483      | -655      | -1087     | -713      | -339      |

## January (Only) Results

| MD    | GMT Area   | CA 1            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-------|--|-----------------|--------|--------|--------|--------|
| 1     | Illinois   | New Clubs       | 1      | 0      | 0      | 0      |
|       |  | Charter Members | 25     | 0      | 5      | 0      |
|       |  | New Members     | 140    | 98     | 99     | 0      |
|       |  | Drops           | 147    | 156    | 96     | 0      |
|       |  | Net Growth      | 42     | -41    | 22     | 0      |
| 5     | North Dakota<br>Saskatchewan<br>South Dakota         | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 7      |
|       |  | New Members     | 0      | 0      | 0      | 33     |
|       |  | Drops           | 0      | 0      | 0      | 71     |
|       |  | Net Growth      | 0      | 0      | 0      | -18    |
| 5M    | Manitoba<br>Minnesota<br>Ontario                     | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 4      |
|       |  | New Members     | 0      | 0      | 0      | 149    |
|       |  | Drops           | 0      | 0      | 0      | 187    |
|       |  | Net Growth      | 0      | 0      | 0      | -5     |
| 11    | Michigan   | New Clubs       | 0      | 1      | 1      | 0      |
|       |  | Charter Members | 2      | 27     | 10     | 0      |
|       |  | New Members     | 108    | 71     | 83     | 0      |
|       |  | Drops           | 128    | 104    | 88     | 0      |
|       |  | Net Growth      | -7     | 2      | 11     | 0      |
| 25    | Indiana  | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 1      | 0      | -3     | 0      |
|       |  | New Members     | 46     | 51     | 66     | 0      |
|       |  | Drops           | 89     | 100    | 47     | 0      |
|       |  | Net Growth      | -37    | -40    | 20     | 0      |
| 43    | Kentucky   | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 1      | 0      | 0      | 0      |
|       |  | New Members     | 33     | 28     | 23     | 0      |
|       |  | Drops           | 52     | 81     | 55     | 0      |
|       |  | Net Growth      | -14    | -48    | -26    | 0      |
| 10    | Michigan   | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 0      |
|       |  | New Members     | 9      | 8      | 11     | 0      |
|       |  | Drops           | 16     | 21     | 8      | 0      |
|       |  | Net Growth      | -7     | -12    | 21     | 0      |
| C     | Alberta<br>British Columbia<br>Northwest Territories | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 0      |
|       |  | New Members     | 0      | 0      | 0      | 45     |
|       |  | Drops           | 0      | 0      | 0      | 33     |
|       |  | Net Growth      | 0      | 0      | 0      | 14     |
| Total |  | New Clubs       | 1      | 1      | 1      | 0      |
|       |  | Charter Members | 29     | 27     | 12     | 11     |
|       |  | New Members     | 336    | 256    | 282    | 227    |
|       |  | Drops           | 432    | 462    | 294    | 291    |
|       |  | Net Growth      | -23    | -139   | 48     | -9     |

**Statement for 3rd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b> | <b>CA 1</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|-----------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>1</b>     | <b>Illinois</b> | <b>New Clubs</b>       | 1                            | 0                            | 0                            |
|              |                 | <b>Charter Members</b> | 36                           | 1                            | 6                            |
|              |                 | <b>New Members</b>     | 315                          | 277                          | 255                          |
|              |                 | <b>Drops</b>           | 331                          | 407                          | 253                          |
|              |                 | <b>Net Growth</b>      | 62                           | -100                         | 39                           |
| <b>11</b>    | <b>Michigan</b> | <b>New Clubs</b>       | 1                            | 2                            | 3                            |
|              |                 | <b>Charter Members</b> | 69                           | 47                           | 62                           |
|              |                 | <b>New Members</b>     | 265                          | 218                          | 237                          |
|              |                 | <b>Drops</b>           | 320                          | 300                          | 197                          |
|              |                 | <b>Net Growth</b>      | 35                           | -8                           | 123                          |
| <b>25</b>    | <b>Indiana</b>  | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                 | <b>Charter Members</b> | 4                            | 0                            | 0                            |
|              |                 | <b>New Members</b>     | 181                          | 171                          | 156                          |
|              |                 | <b>Drops</b>           | 227                          | 232                          | 154                          |
|              |                 | <b>Net Growth</b>      | -31                          | -42                          | 27                           |
| <b>43</b>    | <b>Kentucky</b> | <b>New Clubs</b>       | 1                            | 0                            | 0                            |
|              |                 | <b>Charter Members</b> | 30                           | 0                            | 0                            |
|              |                 | <b>New Members</b>     | 86                           | 84                           | 86                           |
|              |                 | <b>Drops</b>           | 135                          | 142                          | 164                          |
|              |                 | <b>Net Growth</b>      | -10                          | -32                          | -68                          |
| <b>10</b>    | <b>Michigan</b> | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                 | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                 | <b>New Members</b>     | 30                           | 32                           | 23                           |
|              |                 | <b>Drops</b>           | 35                           | 36                           | 15                           |
|              |                 | <b>Net Growth</b>      | -5                           | -3                           | 28                           |
| <b>Total</b> |                 | <b>New Clubs</b>       | 3                            | 2                            | 3                            |
|              |                 | <b>Charter Members</b> | 139                          | 48                           | 68                           |
|              |                 | <b>New Members</b>     | 877                          | 782                          | 757                          |
|              |                 | <b>Drops</b>           | 1048                         | 1117                         | 783                          |
|              |                 | <b>Net Growth</b>      | 51                           | -185                         | 149                          |

## MD Wise Analysis

| MD    | GMT Area                                     | CA 1            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|-------|--|-----------------|-----------|-----------|-----------|-----------|-----------|
| 5     | North Dakota<br>Saskatchewan<br>South Dakota | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |  | Charter Members | 5         | 2         | 0         | 3         | 0         |
|       |  | New Members     | 223       | 229       | 175       | 156       | 0         |
|       |  | Drops           | 362       | 320       | 370       | 285       | 0         |
|       |  | Net Growth      | -114      | -67       | -153      | -108      | 0         |
| 5M    | Manitoba<br>Minnesota<br>Ontario             | New Clubs       | 1         | 5         | 2         | 1         | 0         |
|       |  | Charter Members | 43        | 126       | 57        | 42        | 0         |
|       |  | New Members     | 837       | 736       | 784       | 633       | 0         |
|       |  | Drops           | 1086      | 968       | 1028      | 1013      | 0         |
|       |  | Net Growth      | -137      | -23       | -75       | -229      | 0         |
| 9     | Iowa   | New Clubs       | 0         | 2         | 0         | 1         | 0         |
|       |  | Charter Members | 2         | 58        | 4         | 38        | 0         |
|       |  | New Members     | 319       | 392       | 333       | 299       | 0         |
|       |  | Drops           | 542       | 563       | 581       | 539       | 0         |
|       |  | Net Growth      | -180      | -70       | -199      | -144      | 0         |
| 14    | Pennsylvania                                 | New Clubs       | 0         | 0         | 0         | 0         | 1         |
|       |  | Charter Members | 0         | 0         | 0         | 0         | 50        |
|       |  | New Members     | 0         | 0         | 0         | 0         | 648       |
|       |  | Drops           | 0         | 0         | 0         | 0         | 985       |
|       |  | Net Growth      | 0         | 0         | 0         | 0         | -210      |
| 24    | Virginia                                     | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |  | Charter Members | 0         | 0         | 0         | 0         | 11        |
|       |  | New Members     | 0         | 0         | 0         | 0         | 247       |
|       |  | Drops           | 0         | 0         | 0         | 0         | 477       |
|       |  | Net Growth      | 0         | 0         | 0         | 0         | -181      |
| 27    | Wisconsin                                    | New Clubs       | 1         | 1         | 2         | 0         | 0         |
|       |  | Charter Members | 22        | 21        | 46        | 4         | 0         |
|       |  | New Members     | 884       | 802       | 724       | 704       | 0         |
|       |  | Drops           | 1081      | 1023      | 1077      | 947       | 0         |
|       |  | Net Growth      | -86       | -122      | -218      | -154      | 0         |
| 29    | West Virginia                                | New Clubs       | 0         | 0         | 0         | 0         | 1         |
|       |  | Charter Members | 0         | 0         | 0         | 0         | 31        |
|       |  | New Members     | 0         | 0         | 0         | 0         | 148       |
|       |  | Drops           | 0         | 0         | 0         | 0         | 342       |
|       |  | Net Growth      | 0         | 0         | 0         | 0         | -125      |
| Total |  | New Clubs       | 2         | 8         | 4         | 2         | 2         |
|       |  | Charter Members | 72        | 207       | 107       | 87        | 92        |
|       |  | New Members     | 2263      | 2159      | 2016      | 1792      | 1043      |
|       |  | Drops           | 3071      | 2874      | 3056      | 2784      | 1804      |
|       |  | Net Growth      | -517      | -282      | -645      | -635      | -516      |

## January (Only) Results

| MD    | GMT Area                                     | CA 1            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-------|--|-----------------|--------|--------|--------|--------|
| 5     | North Dakota<br>Saskatchewan<br>South Dakota | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 0      |
|       |  | New Members     | 39     | 34     | 35     | 0      |
|       |  | Drops           | 61     | 61     | 34     | 0      |
|       |  | Net Growth      | -16    | -24    | 2      | 0      |
| 5M    | Manitoba<br>Minnesota<br>Ontario             | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 1      | 6      | 1      | 0      |
|       |  | New Members     | 123    | 150    | 111    | 0      |
|       |  | Drops           | 128    | 165    | 133    | 0      |
|       |  | Net Growth      | 0      | 29     | -2     | 0      |
| 9     | Iowa   | New Clubs       | 1      | 0      | 0      | 0      |
|       |  | Charter Members | 35     | 0      | 0      | 0      |
|       |  | New Members     | 43     | 50     | 44     | 0      |
|       |  | Drops           | 71     | 103    | 56     | 0      |
|       |  | Net Growth      | 19     | -45    | -8     | 0      |
| 14    | Pennsylvania                                 | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 1      |
|       |  | New Members     | 0      | 0      | 0      | 142    |
|       |  | Drops           | 0      | 0      | 0      | 156    |
|       |  | Net Growth      | 0      | 0      | 0      | -8     |
| 24    | Virginia                                     | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 0      |
|       |  | New Members     | 0      | 0      | 0      | 31     |
|       |  | Drops           | 0      | 0      | 0      | 65     |
|       |  | Net Growth      | 0      | 0      | 0      | -26    |
| 27    | Wisconsin                                    | New Clubs       | 1      | 0      | 0      | 0      |
|       |  | Charter Members | 20     | 2      | 0      | 0      |
|       |  | New Members     | 109    | 110    | 132    | 0      |
|       |  | Drops           | 169    | 198    | 93     | 0      |
|       |  | Net Growth      | -29    | -70    | 50     | 0      |
| 29    | West Virginia                                | New Clubs       | 0      | 0      | 0      | 1      |
|       |  | Charter Members | 0      | 0      | 0      | 31     |
|       |  | New Members     | 0      | 0      | 0      | 20     |
|       |  | Drops           | 0      | 0      | 0      | 52     |
|       |  | Net Growth      | 0      | 0      | 0      | 14     |
| Total |  | New Clubs       | 2      | 0      | 0      | 1      |
|       |  | Charter Members | 56     | 8      | 1      | 32     |
|       |  | New Members     | 314    | 344    | 322    | 193    |
|       |  | Drops           | 429    | 527    | 316    | 273    |
|       |  | Net Growth      | -26    | -110   | 42     | -20    |

**Statement for 3rd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>                              | <b>CA 1</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|--|------------------------|------------------------------|------------------------------|------------------------------|
| <b>5</b>     | North Dakota<br>Saskatchewan<br>South Dakota | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |  | <b>New Members</b>     | 112                          | 126                          | 83                           |
|              |  | <b>Drops</b>           | 131                          | 101                          | 98                           |
|              |  | <b>Net Growth</b>      | -7                           | 33                           | -7                           |
| <b>5M</b>    | Manitoba<br>Minnesota<br>Ontario             | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|              |  | <b>Charter Members</b> | 4                            | 26                           | 3                            |
|              |  | <b>New Members</b>     | 330                          | 331                          | 320                          |
|              |  | <b>Drops</b>           | 290                          | 356                          | 308                          |
|              |  | <b>Net Growth</b>      | 64                           | 48                           | 55                           |
| <b>9</b>     | Iowa   | <b>New Clubs</b>       | 1                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 40                           | 1                            | 0                            |
|              |  | <b>New Members</b>     | 178                          | 112                          | 120                          |
|              |  | <b>Drops</b>           | 172                          | 193                          | 139                          |
|              |  | <b>Net Growth</b>      | 65                           | -45                          | -5                           |
| <b>27</b>    | Wisconsin                                    | <b>New Clubs</b>       | 1                            | 0                            | 1                            |
|              |  | <b>Charter Members</b> | 21                           | 3                            | 22                           |
|              |  | <b>New Members</b>     | 346                          | 304                          | 331                          |
|              |  | <b>Drops</b>           | 428                          | 399                          | 275                          |
|              |  | <b>Net Growth</b>      | -22                          | -58                          | 108                          |
| <b>Total</b> |  | <b>New Clubs</b>       | 2                            | 1                            | 1                            |
|              |  | <b>Charter Members</b> | 65                           | 30                           | 25                           |
|              |  | <b>New Members</b>     | 966                          | 873                          | 854                          |
|              |  | <b>Drops</b>           | 1021                         | 1049                         | 820                          |
|              |  | <b>Net Growth</b>      | 100                          | -22                          | 151                          |



### MD Wise Analysis

| MD | GMT Area                          | CA 1            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|----|-----------------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 1  | Illinois                          | New Clubs       | 0         | 0         | 0         | 0         | 1         |
|    |                                   | Charter Members | 0         | 0         | 0         | 0         | 32        |
|    |                                   | New Members     | 0         | 0         | 0         | 0         | 569       |
|    |                                   | Drops           | 0         | 0         | 0         | 0         | 841       |
|    |                                   | Net Growth      | 0         | 0         | 0         | 0         | -168      |
| 12 | Tennessee                         | New Clubs       | 0         | 2         | 2         | 0         | 0         |
|    |                                   | Charter Members | 6         | 58        | 74        | 3         | 0         |
|    |                                   | New Members     | 367       | 336       | 269       | 239       | 0         |
|    |                                   | Drops           | 613       | 530       | 520       | 466       | 0         |
|    |                                   | Net Growth      | -213      | -98       | -136      | -197      | 0         |
| 18 | Georgia                           | New Clubs       | 0         | 0         | 1         | 0         | 0         |
|    |                                   | Charter Members | 7         | 1         | 28        | 5         | 0         |
|    |                                   | New Members     | 294       | 259       | 150       | 207       | 0         |
|    |                                   | Drops           | 457       | 510       | 383       | 365       | 0         |
|    |                                   | Net Growth      | -98       | -222      | -182      | -131      | 0         |
| 27 | Wisconsin                         | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|    |                                   | Charter Members | 0         | 0         | 0         | 0         | 5         |
|    |                                   | New Members     | 0         | 0         | 0         | 0         | 765       |
|    |                                   | Drops           | 0         | 0         | 0         | 0         | 964       |
|    |                                   | Net Growth      | 0         | 0         | 0         | 0         | -129      |
| 30 | Mississippi                       | New Clubs       | 0         | 1         | 1         | 0         | 0         |
|    |                                   | Charter Members | 4         | 36        | 29        | 9         | 0         |
|    |                                   | New Members     | 143       | 103       | 135       | 83        | 0         |
|    |                                   | Drops           | 214       | 216       | 247       | 148       | 0         |
|    |                                   | Net Growth      | -44       | -54       | -59       | -26       | 0         |
| 31 | North Carolina                    | New Clubs       | 0         | 2         | 1         | 0         | 0         |
|    |                                   | Charter Members | 3         | 78        | 28        | 5         | 0         |
|    |                                   | New Members     | 283       | 306       | 241       | 240       | 0         |
|    |                                   | Drops           | 528       | 491       | 604       | 424       | 0         |
|    |                                   | Net Growth      | -213      | -36       | -295      | -130      | 0         |
| 32 | South Carolina                    | New Clubs       | 0         | 2         | 0         | 2         | 0         |
|    |                                   | Charter Members | 7         | 63        | 0         | 59        | 0         |
|    |                                   | New Members     | 214       | 175       | 170       | 149       | 0         |
|    |                                   | Drops           | 302       | 275       | 303       | 244       | 0         |
|    |                                   | Net Growth      | -58       | -5        | -107      | -18       | 0         |
| 34 | Alabama                           | New Clubs       | 3         | 0         | 1         | 0         | 0         |
|    |                                   | Charter Members | 87        | 9         | 35        | 0         | 0         |
|    |                                   | New Members     | 167       | 153       | 124       | 178       | 0         |
|    |                                   | Drops           | 277       | 340       | 277       | 212       | 0         |
|    |                                   | Net Growth      | 3         | -162      | -96       | -25       | 0         |
| 35 | Aruba<br>Bahamas<br>Florida       | New Clubs       | 1         | 2         | 4         | 1         | 0         |
|    |                                   | Charter Members | 55        | 97        | 102       | 56        | 0         |
|    |                                   | New Members     | 399       | 356       | 337       | 326       | 0         |
|    |                                   | Drops           | 642       | 708       | 764       | 540       | 0         |
|    |                                   | Net Growth      | -73       | -138      | -224      | -38       | 0         |
| 51 | Puerto Rico<br>U S Virgin Islands | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|    |                                   | Charter Members | 0         | 0         | 2         | 0         | 0         |
|    |                                   | New Members     | 0         | 0         | 22        | 193       | 0         |
|    |                                   | Drops           | 0         | 0         | 260       | 295       | 0         |
|    |                                   | Net Growth      | 0         | 0         | -227      | -88       | 0         |

|              |                        |                        | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|--------------|------------------------|------------------------|-----------|-----------|-----------|-----------|-----------|
| <b>60</b>    | <b>Various</b>         | <b>New Clubs</b>       | 0         | 0         | 0         | 1         | 0         |
|              |                        | <b>Charter Members</b> | 13        | 1         | 0         | 34        | 0         |
|              |                        | <b>New Members</b>     | 108       | 132       | 67        | 94        | 0         |
|              |                        | <b>Drops</b>           | 114       | 157       | 209       | 207       | 0         |
|              |                        | <b>Net Growth</b>      | 30        | -17       | -133      | -33       | 0         |
| <b>10</b>    | <b>Michigan</b>        | <b>New Clubs</b>       | 0         | 0         | 0         | 0         | 0         |
|              |                        | <b>Charter Members</b> | 0         | 0         | 0         | 0         | 0         |
|              |                        | <b>New Members</b>     | 0         | 0         | 0         | 0         | 67        |
|              |                        | <b>Drops</b>           | 0         | 0         | 0         | 0         | 84        |
|              |                        | <b>Net Growth</b>      | 0         | 0         | 0         | 0         | -11       |
| <b>Total</b> | <b>New Clubs</b>       | 4                      | 9         | 10        | 4         | 1         |           |
|              | <b>Charter Members</b> | 182                    | 343       | 298       | 171       | 37        |           |
|              | <b>New Members</b>     | 1975                   | 1820      | 1515      | 1709      | 1401      |           |
|              | <b>Drops</b>           | 3147                   | 3227      | 3567      | 2901      | 1889      |           |
|              | <b>Net Growth</b>      | -666                   | -732      | -1459     | -686      | -308      |           |

## January (Only) Results

| MD | GMT Area                    | CA 1            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|----|-----------------------------|-----------------|--------|--------|--------|--------|
| 1  | Illinois                    | New Clubs       | 0      | 0      | 0      | 0      |
|    |                             | Charter Members | 0      | 0      | 0      | 4      |
|    |                             | New Members     | 0      | 0      | 0      | 99     |
|    |                             | Drops           | 0      | 0      | 0      | 130    |
|    |                             | Net Growth      | 0      | 0      | 0      | -15    |
| 12 | Tennessee                   | New Clubs       | 0      | 1      | 0      | 0      |
|    |                             | Charter Members | 1      | 23     | 0      | 0      |
|    |                             | New Members     | 59     | 47     | 56     | 0      |
|    |                             | Drops           | 81     | 80     | 71     | 0      |
|    |                             | Net Growth      | -13    | -3     | -13    | 0      |
| 18 | Georgia                     | New Clubs       | 0      | 0      | 0      | 0      |
|    |                             | Charter Members | 0      | 1      | 1      | 0      |
|    |                             | New Members     | 50     | 32     | 32     | 0      |
|    |                             | Drops           | 97     | 77     | 54     | 0      |
|    |                             | Net Growth      | -38    | -38    | -16    | 0      |
| 27 | Wisconsin                   | New Clubs       | 0      | 0      | 0      | 0      |
|    |                             | Charter Members | 0      | 0      | 0      | 0      |
|    |                             | New Members     | 0      | 0      | 0      | 121    |
|    |                             | Drops           | 0      | 0      | 0      | 154    |
|    |                             | Net Growth      | 0      | 0      | 0      | -17    |
| 30 | Mississippi                 | New Clubs       | 0      | 0      | 0      | 0      |
|    |                             | Charter Members | 0      | 1      | 0      | 0      |
|    |                             | New Members     | 7      | 19     | 20     | 0      |
|    |                             | Drops           | 49     | 35     | 18     | 0      |
|    |                             | Net Growth      | -36    | -15    | 1      | 0      |
| 31 | North Carolina              | New Clubs       | 0      | 0      | 0      | 0      |
|    |                             | Charter Members | 14     | 2      | 1      | 0      |
|    |                             | New Members     | 32     | 27     | 40     | 0      |
|    |                             | Drops           | 83     | 87     | 68     | 0      |
|    |                             | Net Growth      | -19    | -50    | -22    | 0      |
| 32 | South Carolina              | New Clubs       | 0      | 0      | 0      | 0      |
|    |                             | Charter Members | 0      | 0      | 2      | 0      |
|    |                             | New Members     | 38     | 28     | 34     | 0      |
|    |                             | Drops           | 52     | 63     | 34     | 0      |
|    |                             | Net Growth      | -12    | -29    | 7      | 0      |
| 34 | Alabama                     | New Clubs       | 0      | 0      | 0      | 0      |
|    |                             | Charter Members | 0      | 12     | 0      | 0      |
|    |                             | New Members     | 34     | 9      | 18     | 0      |
|    |                             | Drops           | 62     | 36     | 39     | 0      |
|    |                             | Net Growth      | -26    | -7     | -20    | 0      |
| 35 | Aruba<br>Bahamas<br>Florida | New Clubs       | 0      | 0      | 0      | 0      |
|    |                             | Charter Members | 6      | 7      | 1      | 0      |
|    |                             | New Members     | 59     | 80     | 44     | 0      |
|    |                             | Drops           | 85     | 112    | 52     | 0      |
|    |                             | Net Growth      | -9     | -2     | 9      | 0      |

|              |   |                        | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|--------------|---|------------------------|--------|--------|--------|--------|
| <b>51</b>    | <b>Puerto Rico<br/>U S Virgin Islands</b> | <b>New Clubs</b>       | 0      | 0      | 0      | 0      |
|              |   | <b>Charter Members</b> | 0      | 0      | 0      | 0      |
|              |   | <b>New Members</b>     | 0      | 0      | 11     | 0      |
|              |   | <b>Drops</b>           | 0      | 0      | 38     | 0      |
|              |   | <b>Net Growth</b>      | 0      | 0      | -27    | 0      |
| <b>60</b>    | <b>Various</b>                            | <b>New Clubs</b>       | 0      | 0      | 0      | 0      |
|              |   | <b>Charter Members</b> | 0      | 0      | 1      | 0      |
|              |   | <b>New Members</b>     | 30     | 7      | 15     | 0      |
|              |   | <b>Drops</b>           | 19     | 30     | 15     | 0      |
|              |   | <b>Net Growth</b>      | 12     | -19    | 3      | 0      |
| <b>10</b>    | <b>Michigan</b>                           | <b>New Clubs</b>       | 0      | 0      | 0      | 0      |
|              |   | <b>Charter Members</b> | 0      | 0      | 0      | 0      |
|              |   | <b>New Members</b>     | 0      | 0      | 0      | 7      |
|              |   | <b>Drops</b>           | 0      | 0      | 0      | 16     |
|              |   | <b>Net Growth</b>      | 0      | 0      | 0      | -9     |
| <b>Total</b> |   | <b>New Clubs</b>       | 0      | 1      | 0      | 0      |
|              |   | <b>Charter Members</b> | 21     | 46     | 6      | 4      |
|              |   | <b>New Members</b>     | 309    | 249    | 270    | 227    |
|              |   | <b>Drops</b>           | 528    | 520    | 389    | 300    |
|              |   | <b>Net Growth</b>      | -141   | -163   | -78    | -41    |

**Statement for 3rd Quarter Results (previous 3 years)**

| <b>MD</b> | <b>GMT Area</b>                           | <b>CA 1</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|-----------|---|------------------------|------------------------------|------------------------------|------------------------------|
| <b>12</b> | <b>Tennessee</b>                          | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|           |   | <b>Charter Members</b> | 5                            | 64                           | 1                            |
|           |   | <b>New Members</b>     | 151                          | 165                          | 183                          |
|           |   | <b>Drops</b>           | 171                          | 161                          | 143                          |
|           |   | <b>Net Growth</b>      | 2                            | 99                           | 54                           |
| <b>18</b> | <b>Georgia</b>                            | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|           |   | <b>Charter Members</b> | 3                            | 1                            | 1                            |
|           |   | <b>New Members</b>     | 128                          | 104                          | 94                           |
|           |   | <b>Drops</b>           | 185                          | 201                          | 141                          |
|           |   | <b>Net Growth</b>      | -35                          | -86                          | -32                          |
| <b>30</b> | <b>Mississippi</b>                        | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|           |   | <b>Charter Members</b> | 0                            | 1                            | 1                            |
|           |   | <b>New Members</b>     | 50                           | 57                           | 55                           |
|           |   | <b>Drops</b>           | 98                           | 88                           | 37                           |
|           |   | <b>Net Growth</b>      | -32                          | -27                          | 19                           |
| <b>31</b> | <b>North Carolina</b>                     | <b>New Clubs</b>       | 3                            | 0                            | 0                            |
|           |   | <b>Charter Members</b> | 82                           | 5                            | 2                            |
|           |   | <b>New Members</b>     | 139                          | 115                          | 106                          |
|           |   | <b>Drops</b>           | 204                          | 196                          | 171                          |
|           |   | <b>Net Growth</b>      | 44                           | -59                          | -46                          |
| <b>32</b> | <b>South Carolina</b>                     | <b>New Clubs</b>       | 1                            | 0                            | 0                            |
|           |   | <b>Charter Members</b> | 26                           | 0                            | 12                           |
|           |   | <b>New Members</b>     | 107                          | 81                           | 78                           |
|           |   | <b>Drops</b>           | 154                          | 114                          | 101                          |
|           |   | <b>Net Growth</b>      | -11                          | -20                          | 0                            |
| <b>34</b> | <b>Alabama</b>                            | <b>New Clubs</b>       | 0                            | 0                            | 1                            |
|           |   | <b>Charter Members</b> | 3                            | 20                           | 21                           |
|           |   | <b>New Members</b>     | 72                           | 61                           | 68                           |
|           |   | <b>Drops</b>           | 144                          | 87                           | 110                          |
|           |   | <b>Net Growth</b>      | -61                          | 8                            | -18                          |
| <b>35</b> | <b>Aruba<br/>Bahamas<br/>Florida</b>      | <b>New Clubs</b>       | 1                            | 0                            | 3                            |
|           |   | <b>Charter Members</b> | 30                           | 11                           | 81                           |
|           |   | <b>New Members</b>     | 193                          | 175                          | 166                          |
|           |   | <b>Drops</b>           | 200                          | 237                          | 130                          |
|           |   | <b>Net Growth</b>      | 76                           | 3                            | 146                          |
| <b>51</b> | <b>Puerto Rico<br/>U S Virgin Islands</b> | <b>New Clubs</b>       | 0                            | 0                            | 1                            |
|           |   | <b>Charter Members</b> | 0                            | 0                            | 32                           |
|           |   | <b>New Members</b>     | 0                            | 0                            | 47                           |
|           |   | <b>Drops</b>           | 0                            | 0                            | 106                          |
|           |   | <b>Net Growth</b>      | 0                            | 0                            | -21                          |
| <b>60</b> | <b>Various</b>                            | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|           |   | <b>Charter Members</b> | 0                            | 27                           | 2                            |
|           |   | <b>New Members</b>     | 99                           | 27                           | 54                           |
|           |   | <b>Drops</b>           | 53                           | 64                           | 57                           |
|           |   | <b>Net Growth</b>      | 50                           | -5                           | 7                            |

|              |                        | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>Total</b> | <b>New Clubs</b>       | 5                            | 2                            | 5                            |
|              | <b>Charter Members</b> | 149                          | 129                          | 153                          |
|              | <b>New Members</b>     | 939                          | 785                          | 851                          |
|              | <b>Drops</b>           | 1209                         | 1148                         | 996                          |
|              | <b>Net Growth</b>      | 33                           | -87                          | 109                          |

### MD Wise Analysis

| MD    | GMT Area                                     | CA 1            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|-------|--|-----------------|-----------|-----------|-----------|-----------|-----------|
| 2     | Texas  | New Clubs       | 6         | 14        | 10        | 6         | 0         |
|       |  | Charter Members | 226       | 408       | 300       | 226       | 0         |
|       |  | New Members     | 1905      | 1829      | 1618      | 1533      | 0         |
|       |  | Drops           | 3009      | 3051      | 3008      | 2276      | 0         |
|       |  | Net Growth      | -695      | -619      | -903      | -325      | 0         |
| 3     | Oklahoma                                     | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |  | Charter Members | 1         | 1         | 8         | 0         | 0         |
|       |  | New Members     | 217       | 185       | 190       | 174       | 0         |
|       |  | Drops           | 309       | 350       | 353       | 283       | 0         |
|       |  | Net Growth      | -71       | -137      | -122      | -89       | 0         |
| 7     | Arkansas                                     | New Clubs       | 1         | 0         | 1         | 0         | 0         |
|       |  | Charter Members | 26        | 0         | 25        | 1         | 0         |
|       |  | New Members     | 184       | 173       | 181       | 130       | 0         |
|       |  | Drops           | 363       | 300       | 289       | 272       | 0         |
|       |  | Net Growth      | -130      | -99       | -54       | -122      | 0         |
| 8     | Louisiana                                    | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |  | Charter Members | 10        | 2         | 2         | 23        | 0         |
|       |  | New Members     | 258       | 194       | 162       | 181       | 0         |
|       |  | Drops           | 367       | 320       | 303       | 275       | 0         |
|       |  | Net Growth      | -69       | -102      | -120      | -45       | 0         |
| 16    | New Jersey                                   | New Clubs       | 0         | 0         | 0         | 0         | 1         |
|       |  | Charter Members | 0         | 0         | 0         | 0         | 24        |
|       |  | New Members     | 0         | 0         | 0         | 0         | 165       |
|       |  | Drops           | 0         | 0         | 0         | 0         | 323       |
|       |  | Net Growth      | 0         | 0         | 0         | 0         | -100      |
| 20    | Bermuda<br>New York                          | New Clubs       | 0         | 0         | 0         | 0         | 2         |
|       |  | Charter Members | 0         | 0         | 0         | 0         | 73        |
|       |  | New Members     | 0         | 0         | 0         | 0         | 647       |
|       |  | Drops           | 0         | 0         | 0         | 0         | 1089      |
|       |  | Net Growth      | 0         | 0         | 0         | 0         | -254      |
| 22    | Delaware<br>District Of Columbia<br>Maryland | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |  | Charter Members | 0         | 0         | 0         | 0         | 16        |
|       |  | New Members     | 0         | 0         | 0         | 0         | 254       |
|       |  | Drops           | 0         | 0         | 0         | 0         | 446       |
|       |  | Net Growth      | 0         | 0         | 0         | 0         | -128      |
| 26    | Missouri                                     | New Clubs       | 0         | 2         | 1         | 0         | 0         |
|       |  | Charter Members | 4         | 50        | 30        | 10        | 0         |
|       |  | New Members     | 446       | 493       | 384       | 318       | 0         |
|       |  | Drops           | 734       | 576       | 702       | 686       | 0         |
|       |  | Net Growth      | -225      | 31        | -244      | -310      | 0         |
| Total |  | New Clubs       | 7         | 16        | 12        | 6         | 3         |
|       |  | Charter Members | 267       | 461       | 365       | 260       | 113       |
|       |  | New Members     | 3010      | 2874      | 2535      | 2336      | 1066      |
|       |  | Drops           | 4782      | 4597      | 4655      | 3792      | 1858      |
|       |  | Net Growth      | -1190     | -926      | -1443     | -891      | -482      |

## January (Only) Results

| MD    | GMT Area                                     | CA 1            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-------|--|-----------------|--------|--------|--------|--------|
| 2     | Texas  | New Clubs       | 3      | 2      | 0      | 0      |
|       |  | Charter Members | 103    | 69     | 17     | 0      |
|       |  | New Members     | 301    | 274    | 235    | 0      |
|       |  | Drops           | 565    | 463    | 308    | 0      |
|       |  | Net Growth      | -122   | -86    | -14    | 0      |
| 3     | Oklahoma                                     | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 0      |
|       |  | New Members     | 28     | 31     | 27     | 0      |
|       |  | Drops           | 76     | 75     | 51     | 0      |
|       |  | Net Growth      | -45    | -37    | -19    | 0      |
| 7     | Arkansas                                     | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 0      |
|       |  | New Members     | 33     | 44     | 16     | 0      |
|       |  | Drops           | 49     | 42     | 33     | 0      |
|       |  | Net Growth      | -14    | 4      | -14    | 0      |
| 8     | Louisiana                                    | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 0      |
|       |  | New Members     | 21     | 9      | 27     | 0      |
|       |  | Drops           | 39     | 36     | 63     | 0      |
|       |  | Net Growth      | -18    | -27    | -33    | 0      |
| 16    | New Jersey                                   | New Clubs       | 0      | 0      | 0      | 1      |
|       |  | Charter Members | 0      | 0      | 0      | 20     |
|       |  | New Members     | 0      | 0      | 0      | 29     |
|       |  | Drops           | 0      | 0      | 0      | 68     |
|       |  | Net Growth      | 0      | 0      | 0      | -17    |
| 20    | Bermuda<br>New York                          | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 1      |
|       |  | New Members     | 0      | 0      | 0      | 92     |
|       |  | Drops           | 0      | 0      | 0      | 155    |
|       |  | Net Growth      | 0      | 0      | 0      | -17    |
| 22    | Delaware<br>District Of Columbia<br>Maryland | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 0      | 0      | 0      | 0      |
|       |  | New Members     | 0      | 0      | 0      | 46     |
|       |  | Drops           | 0      | 0      | 0      | 36     |
|       |  | Net Growth      | 0      | 0      | 0      | 18     |
| 26    | Missouri                                     | New Clubs       | 0      | 0      | 0      | 0      |
|       |  | Charter Members | 1      | 2      | 0      | 0      |
|       |  | New Members     | 96     | 65     | 47     | 0      |
|       |  | Drops           | 105    | 119    | 112    | 0      |
|       |  | Net Growth      | 7      | -46    | -55    | 0      |
| Total |  | New Clubs       | 3      | 2      | 0      | 1      |
|       |  | Charter Members | 104    | 71     | 17     | 21     |
|       |  | New Members     | 479    | 423    | 352    | 167    |
|       |  | Drops           | 834    | 735    | 567    | 259    |
|       |  | Net Growth      | -192   | -192   | -135   | -16    |



**Statement for 3rd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>  | <b>CA 1</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>2</b>     | <b>Texas</b>     | <b>New Clubs</b>       | 10                           | 4                            | 2                            |
|              |                  | <b>Charter Members</b> | 303                          | 216                          | 81                           |
|              |                  | <b>New Members</b>     | 837                          | 772                          | 697                          |
|              |                  | <b>Drops</b>           | 1117                         | 1042                         | 783                          |
|              |                  | <b>Net Growth</b>      | 126                          | 37                           | 115                          |
| <b>3</b>     | <b>Oklahoma</b>  | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                  | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                  | <b>New Members</b>     | 86                           | 110                          | 94                           |
|              |                  | <b>Drops</b>           | 146                          | 157                          | 117                          |
|              |                  | <b>Net Growth</b>      | -53                          | -34                          | -12                          |
| <b>7</b>     | <b>Arkansas</b>  | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                  | <b>Charter Members</b> | 0                            | 1                            | 0                            |
|              |                  | <b>New Members</b>     | 102                          | 86                           | 78                           |
|              |                  | <b>Drops</b>           | 106                          | 88                           | 89                           |
|              |                  | <b>Net Growth</b>      | 4                            | 5                            | -4                           |
| <b>8</b>     | <b>Louisiana</b> | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                  | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                  | <b>New Members</b>     | 79                           | 42                           | 76                           |
|              |                  | <b>Drops</b>           | 125                          | 103                          | 110                          |
|              |                  | <b>Net Growth</b>      | -43                          | -61                          | -26                          |
| <b>26</b>    | <b>Missouri</b>  | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                  | <b>Charter Members</b> | 2                            | 2                            | 0                            |
|              |                  | <b>New Members</b>     | 226                          | 180                          | 141                          |
|              |                  | <b>Drops</b>           | 306                          | 230                          | 209                          |
|              |                  | <b>Net Growth</b>      | -55                          | -22                          | -41                          |
| <b>Total</b> |                  | <b>New Clubs</b>       | 10                           | 4                            | 2                            |
|              |                  | <b>Charter Members</b> | 305                          | 219                          | 81                           |
|              |                  | <b>New Members</b>     | 1330                         | 1190                         | 1086                         |
|              |                  | <b>Drops</b>           | 1800                         | 1620                         | 1308                         |
|              |                  | <b>Net Growth</b>      | -21                          | -75                          | 32                           |

### MD Wise Analysis

| MD    | GMT Area              | CA 1            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|-------|-----------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 6     | Colorado              | New Clubs       | 0         | 1         | 0         | 1         | 0         |
|       |                       | Charter Members | 0         | 21        | 0         | 35        | 0         |
|       |                       | New Members     | 155       | 158       | 147       | 129       | 159       |
|       |                       | Drops           | 274       | 228       | 247       | 286       | 238       |
|       |                       | Net Growth      | -100      | -27       | -83       | -107      | -53       |
| 17    | Kansas                | New Clubs       | 1         | 0         | 1         | 0         | 0         |
|       |                       | Charter Members | 23        | 1         | 22        | 2         | 0         |
|       |                       | New Members     | 231       | 272       | 190       | 214       | 149       |
|       |                       | Drops           | 384       | 387       | 354       | 369       | 288       |
|       |                       | Net Growth      | -94       | -70       | -119      | -121      | -113      |
| 21    | Arizona<br>California | New Clubs       | 1         | 0         | 0         | 1         | 0         |
|       |                       | Charter Members | 52        | 8         | 13        | 21        | 0         |
|       |                       | New Members     | 332       | 260       | 189       | 217       | 0         |
|       |                       | Drops           | 379       | 305       | 358       | 255       | 0         |
|       |                       | Net Growth      | 64        | 28        | -102      | 27        | 0         |
| 28    | Utah                  | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |                       | Charter Members | 0         | 0         | 0         | 0         | 0         |
|       |                       | New Members     | 81        | 71        | 45        | 42        | 0         |
|       |                       | Drops           | 105       | 86        | 98        | 76        | 0         |
|       |                       | Net Growth      | -20       | -14       | -50       | -32       | 0         |
| 38    | Nebraska              | New Clubs       | 1         | 0         | 0         | 0         | 0         |
|       |                       | Charter Members | 20        | 0         | 0         | 4         | 2         |
|       |                       | New Members     | 159       | 113       | 101       | 105       | 81        |
|       |                       | Drops           | 237       | 163       | 212       | 204       | 156       |
|       |                       | Net Growth      | -39       | -42       | -101      | -89       | -58       |
| 40    | Arizona<br>New Mexico | New Clubs       | 0         | 0         | 1         | 0         | 0         |
|       |                       | Charter Members | 0         | 0         | 24        | 0         | 0         |
|       |                       | New Members     | 67        | 81        | 57        | 36        | 0         |
|       |                       | Drops           | 139       | 102       | 107       | 114       | 0         |
|       |                       | Net Growth      | -62       | -9        | -17       | -69       | 0         |
| 15    | Wyoming               | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |                       | Charter Members | 0         | 0         | 0         | 0         | 0         |
|       |                       | New Members     | 40        | 35        | 30        | 57        | 43        |
|       |                       | Drops           | 76        | 94        | 75        | 54        | 71        |
|       |                       | Net Growth      | -28       | -48       | -42       | 5         | -24       |
| 37    | Montana               | New Clubs       | 0         | 0         | 0         | 0         | 1         |
|       |                       | Charter Members | 0         | 0         | 0         | 0         | 20        |
|       |                       | New Members     | 0         | 0         | 0         | 0         | 87        |
|       |                       | Drops           | 0         | 0         | 0         | 0         | 101       |
|       |                       | Net Growth      | 0         | 0         | 0         | 0         | 19        |
| Total |                       | New Clubs       | 3         | 1         | 2         | 2         | 1         |
|       |                       | Charter Members | 95        | 30        | 59        | 62        | 22        |
|       |                       | New Members     | 1065      | 990       | 759       | 800       | 519       |
|       |                       | Drops           | 1594      | 1365      | 1451      | 1358      | 854       |
|       |                       | Net Growth      | -279      | -182      | -514      | -386      | -229      |

## January (Only) Results

| MD    | GMT Area              | CA 1            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-------|-----------------------|-----------------|--------|--------|--------|--------|
| 6     | Colorado              | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 0      | 0      | 0      | 0      |
|       |                       | New Members     | 23     | 51     | 12     | 31     |
|       |                       | Drops           | 38     | 44     | 40     | 35     |
|       |                       | Net Growth      | -13    | 11     | -28    | 1      |
| 17    | Kansas                | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 0      | 0      | 0      | 0      |
|       |                       | New Members     | 48     | 28     | 42     | 27     |
|       |                       | Drops           | 52     | 42     | 33     | 52     |
|       |                       | Net Growth      | 6      | -13    | 19     | -22    |
| 21    | Arizona<br>California | New Clubs       | 0      | 0      | 1      | 0      |
|       |                       | Charter Members | 0      | 0      | 20     | 0      |
|       |                       | New Members     | 28     | 29     | 43     | 0      |
|       |                       | Drops           | 25     | 64     | 51     | 0      |
|       |                       | Net Growth      | 9      | -21    | 12     | 0      |
| 28    | Utah                  | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 0      | 0      | 0      | 0      |
|       |                       | New Members     | 9      | 10     | 1      | 0      |
|       |                       | Drops           | 13     | 19     | 26     | 0      |
|       |                       | Net Growth      | -4     | -9     | -25    | 0      |
| 38    | Nebraska              | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 0      | 0      | 0      | 0      |
|       |                       | New Members     | 22     | 18     | 14     | 24     |
|       |                       | Drops           | 33     | 18     | 30     | 12     |
|       |                       | Net Growth      | -10    | 1      | -16    | 14     |
| 40    | Arizona<br>New Mexico | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 0      | 0      | 0      | 0      |
|       |                       | New Members     | 15     | 3      | 6      | 0      |
|       |                       | Drops           | 31     | 6      | 8      | 0      |
|       |                       | Net Growth      | -13    | -2     | -2     | 0      |
| 15    | Wyoming               | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 0      | 0      | 0      | 0      |
|       |                       | New Members     | 10     | 5      | 13     | 9      |
|       |                       | Drops           | 4      | 21     | 6      | 13     |
|       |                       | Net Growth      | 10     | -16    | 8      | -2     |
| 37    | Montana               | New Clubs       | 0      | 0      | 0      | 0      |
|       |                       | Charter Members | 0      | 0      | 0      | 0      |
|       |                       | New Members     | 0      | 0      | 0      | 17     |
|       |                       | Drops           | 0      | 0      | 0      | 20     |
|       |                       | Net Growth      | 0      | 0      | 0      | -1     |
| Total |                       | New Clubs       | 0      | 0      | 1      | 0      |
|       |                       | Charter Members | 0      | 0      | 20     | 0      |
|       |                       | New Members     | 155    | 144    | 131    | 108    |
|       |                       | Drops           | 196    | 214    | 194    | 132    |
|       |                       | Net Growth      | -15    | -49    | -32    | -10    |

**Statement for 3rd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>               | <b>CA 1</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|-------------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>6</b>     | <b>Colorado</b>               | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                               | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                               | <b>New Members</b>     | 86                           | 145                          | 44                           |
|              |                               | <b>Drops</b>           | 84                           | 108                          | 89                           |
|              |                               | <b>Net Growth</b>      | 9                            | 60                           | -26                          |
| <b>17</b>    | <b>Kansas</b>                 | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                               | <b>Charter Members</b> | 0                            | 0                            | 1                            |
|              |                               | <b>New Members</b>     | 116                          | 115                          | 96                           |
|              |                               | <b>Drops</b>           | 126                          | 131                          | 84                           |
|              |                               | <b>Net Growth</b>      | 6                            | -11                          | 32                           |
| <b>21</b>    | <b>Arizona<br/>California</b> | <b>New Clubs</b>       | 0                            | 0                            | 1                            |
|              |                               | <b>Charter Members</b> | 0                            | 1                            | 22                           |
|              |                               | <b>New Members</b>     | 87                           | 82                           | 81                           |
|              |                               | <b>Drops</b>           | 71                           | 117                          | 74                           |
|              |                               | <b>Net Growth</b>      | 29                           | -11                          | 32                           |
| <b>28</b>    | <b>Utah</b>                   | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                               | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                               | <b>New Members</b>     | 21                           | 20                           | 21                           |
|              |                               | <b>Drops</b>           | 29                           | 36                           | 48                           |
|              |                               | <b>Net Growth</b>      | -6                           | -14                          | -25                          |
| <b>38</b>    | <b>Nebraska</b>               | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                               | <b>Charter Members</b> | 0                            | 0                            | 1                            |
|              |                               | <b>New Members</b>     | 79                           | 80                           | 48                           |
|              |                               | <b>Drops</b>           | 74                           | 77                           | 77                           |
|              |                               | <b>Net Growth</b>      | 7                            | 4                            | -24                          |
| <b>40</b>    | <b>Arizona<br/>New Mexico</b> | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                               | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                               | <b>New Members</b>     | 36                           | 37                           | 17                           |
|              |                               | <b>Drops</b>           | 63                           | 32                           | 24                           |
|              |                               | <b>Net Growth</b>      | -13                          | 7                            | -7                           |
| <b>15</b>    | <b>Wyoming</b>                | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                               | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                               | <b>New Members</b>     | 24                           | 22                           | 23                           |
|              |                               | <b>Drops</b>           | 17                           | 35                           | 20                           |
|              |                               | <b>Net Growth</b>      | 11                           | -13                          | 5                            |
| <b>Total</b> |                               | <b>New Clubs</b>       | 0                            | 0                            | 1                            |
|              |                               | <b>Charter Members</b> | 0                            | 1                            | 24                           |
|              |                               | <b>New Members</b>     | 449                          | 501                          | 330                          |
|              |                               | <b>Drops</b>           | 464                          | 536                          | 416                          |
|              |                               | <b>Net Growth</b>      | 43                           | 22                           | -13                          |

### MD Wise Analysis

| MD           | GMT Area                                      | CA 1                   | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|--------------|---|------------------------|-----------|-----------|-----------|-----------|-----------|
| 4            | California                                    | New Clubs              | 8         | 16        | 9         | 4         | 0         |
|              |   | Charter Members        | 289       | 630       | 287       | 158       | 0         |
|              |   | New Members            | 1459      | 1469      | 1305      | 1224      | 0         |
|              |   | Drops                  | 2005      | 1974      | 2447      | 1901      | 0         |
|              |   | Net Growth             | -73       | 335       | -607      | -333      | 0         |
| 19           | British Columbia<br>Idaho<br>Washington       | New Clubs              | 0         | 0         | 2         | 1         | 0         |
|              |   | Charter Members        | 2         | 2         | 49        | 28        | 6         |
|              |   | New Members            | 339       | 306       | 350       | 282       | 311       |
|              |   | Drops                  | 600       | 567       | 557       | 451       | 556       |
|              |   | Net Growth             | -204      | -204      | -114      | -69       | -169      |
| 28           | Utah  | New Clubs              | 0         | 0         | 0         | 0         | 0         |
|              |   | Charter Members        | 0         | 0         | 0         | 0         | 1         |
|              |   | New Members            | 0         | 0         | 0         | 0         | 53        |
|              |   | Drops                  | 0         | 0         | 0         | 0         | 67        |
|              |   | Net Growth             | 0         | 0         | 0         | 0         | -11       |
| 36           | California<br>Oregon                          | New Clubs              | 1         | 1         | 0         | 0         | 0         |
|              |   | Charter Members        | 29        | 28        | 4         | 6         | 0         |
|              |   | New Members            | 220       | 173       | 192       | 167       | 179       |
|              |   | Drops                  | 394       | 395       | 343       | 260       | 291       |
|              |   | Net Growth             | -111      | -155      | -118      | -38       | -58       |
| 39           | Idaho<br>Oregon                               | New Clubs              | 0         | 2         | 0         | 0         | 0         |
|              |   | Charter Members        | 1         | 43        | 1         | 0         | 2         |
|              |   | New Members            | 84        | 80        | 49        | 51        | 55        |
|              |   | Drops                  | 159       | 97        | 117       | 130       | 121       |
|              |   | Net Growth             | -64       | 29        | -58       | -75       | -60       |
| 49           | Alaska<br>British Columbia<br>Yukon Territory | New Clubs              | 1         | 0         | 0         | 0         | 0         |
|              |   | Charter Members        | 32        | 3         | 2         | 4         | 0         |
|              |   | New Members            | 144       | 177       | 162       | 160       | 0         |
|              |   | Drops                  | 336       | 289       | 325       | 269       | 0         |
|              |   | Net Growth             | -143      | -68       | -146      | -91       | 0         |
| 50           | Hawaii  | New Clubs              | 0         | 1         | 0         | 0         | 0         |
|              |   | Charter Members        | 1         | 22        | 1         | 0         | 0         |
|              |   | New Members            | 143       | 103       | 66        | 90        | 0         |
|              |   | Drops                  | 160       | 185       | 167       | 106       | 0         |
|              |   | Net Growth             | -5        | -38       | -82       | -5        | 0         |
| 46           | California<br>Nevada                          | New Clubs              | 0         | 0         | 1         | 1         | 0         |
|              |   | Charter Members        | 1         | 28        | 25        | 22        | 0         |
|              |   | New Members            | 82        | 92        | 70        | 97        | 0         |
|              |   | Drops                  | 151       | 114       | 209       | 111       | 0         |
|              |   | Net Growth             | -38       | 19        | -102      | 22        | 0         |
| 37           | Montana                                       | New Clubs              | 0         | 2         | 0         | 0         | 0         |
|              |   | Charter Members        | 0         | 52        | 0         | 0         | 0         |
|              |   | New Members            | 103       | 61        | 81        | 98        | 0         |
|              |   | Drops                  | 113       | 113       | 95        | 112       | 0         |
|              |   | Net Growth             | -2        | 10        | -10       | -2        | 0         |
| <b>Total</b> |   | <b>New Clubs</b>       | 10        | 22        | 12        | 6         | 0         |
|              |   | <b>Charter Members</b> | 355       | 808       | 369       | 218       | 9         |
|              |   | <b>New Members</b>     | 2574      | 2461      | 2275      | 2169      | 598       |
|              |   | <b>Drops</b>           | 3918      | 3734      | 4260      | 3340      | 1035      |
|              |   | <b>Net Growth</b>      | -640      | -72       | -1237     | -591      | -298      |

## January (Only) Results

| MD    | GMT Area                                      | CA 1            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-------|---|-----------------|--------|--------|--------|--------|
| 4     | California                                    | New Clubs       | 3      | 0      | 0      | 0      |
|       |   | Charter Members | 96     | 4      | 6      | 0      |
|       |   | New Members     | 130    | 224    | 183    | 0      |
|       |   | Drops           | 239    | 287    | 243    | 0      |
|       |   | Net Growth      | 14     | -25    | -32    | 0      |
| 19    | British Columbia<br>Idaho<br>Washington       | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 1      | 0      | 0      |
|       |   | New Members     | 67     | 66     | 75     | 54     |
|       |   | Drops           | 89     | 102    | 61     | 70     |
|       |   | Net Growth      | -14    | -30    | 24     | -9     |
| 28    | Utah  | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 0      | 0      | 0      | 8      |
|       |   | Drops           | 0      | 0      | 0      | 19     |
|       |   | Net Growth      | 0      | 0      | 0      | -10    |
| 36    | California<br>Oregon                          | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 2      | 1      | 0      |
|       |   | New Members     | 24     | 32     | 26     | 39     |
|       |   | Drops           | 61     | 78     | 35     | 39     |
|       |   | Net Growth      | -25    | -33    | 8      | 14     |
| 39    | Idaho<br>Oregon                               | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 17     | 9      | 12     | 10     |
|       |   | Drops           | 22     | 26     | 24     | 13     |
|       |   | Net Growth      | -5     | -16    | -10    | -3     |
| 49    | Alaska<br>British Columbia<br>Yukon Territory | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 1      | 0      |
|       |   | New Members     | 42     | 26     | 23     | 0      |
|       |   | Drops           | 79     | 41     | 17     | 0      |
|       |   | Net Growth      | -29    | -12    | 9      | 0      |
| 50    | Hawaii  | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 8      | 2      | 18     | 0      |
|       |   | Drops           | 17     | 15     | 9      | 0      |
|       |   | Net Growth      | -1     | -10    | 9      | 0      |
| 46    | California<br>Nevada                          | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 6      | 14     | 10     | 0      |
|       |   | Drops           | 11     | 39     | 6      | 0      |
|       |   | Net Growth      | -4     | -25    | 4      | 0      |
| 37    | Montana                                       | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 3      | 0      | 0      | 0      |
|       |   | New Members     | 12     | 10     | 30     | 0      |
|       |   | Drops           | 23     | 18     | 34     | 0      |
|       |   | Net Growth      | -4     | -8     | -3     | 0      |
| Total |   | New Clubs       | 3      | 0      | 0      | 0      |
|       |   | Charter Members | 99     | 7      | 8      | 0      |
|       |   | New Members     | 306    | 383    | 377    | 111    |
|       |   | Drops           | 541    | 606    | 429    | 141    |
|       |   | Net Growth      | -68    | -159   | 9      | -8     |

**Statement for 3rd Quarter Results (previous 3 years)**

| <b>MD</b>    | <b>GMT Area</b>  | <b>CA 1</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|--|------------------------|------------------------------|------------------------------|------------------------------|
| <b>4</b>     | <b>California</b>                                      | <b>New Clubs</b>       | 6                            | 5                            | 1                            |
|              |  | <b>Charter Members</b> | 186                          | 165                          | 40                           |
|              |  | <b>New Members</b>     | 476                          | 590                          | 492                          |
|              |  | <b>Drops</b>           | 557                          | 663                          | 568                          |
|              |  | <b>Net Growth</b>      | 167                          | 180                          | 24                           |
| <b>19</b>    | <b>British Columbia<br/>Idaho<br/>Washington</b>       | <b>New Clubs</b>       | 1                            | 0                            | 1                            |
|              |  | <b>Charter Members</b> | 36                           | 9                            | 23                           |
|              |  | <b>New Members</b>     | 205                          | 178                          | 157                          |
|              |  | <b>Drops</b>           | 180                          | 218                          | 166                          |
|              |  | <b>Net Growth</b>      | 80                           | -15                          | 34                           |
| <b>36</b>    | <b>California<br/>Oregon</b>                           | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 0                            | 3                            | 1                            |
|              |  | <b>New Members</b>     | 106                          | 79                           | 92                           |
|              |  | <b>Drops</b>           | 112                          | 146                          | 69                           |
|              |  | <b>Net Growth</b>      | 17                           | -31                          | 47                           |
| <b>39</b>    | <b>Idaho<br/>Oregon</b>                                | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |  | <b>New Members</b>     | 36                           | 19                           | 26                           |
|              |  | <b>Drops</b>           | 47                           | 56                           | 49                           |
|              |  | <b>Net Growth</b>      | -9                           | -35                          | -16                          |
| <b>49</b>    | <b>Alaska<br/>British Columbia<br/>Yukon Territory</b> | <b>New Clubs</b>       | 2                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 47                           | 0                            | 1                            |
|              |  | <b>New Members</b>     | 65                           | 91                           | 67                           |
|              |  | <b>Drops</b>           | 161                          | 125                          | 53                           |
|              |  | <b>Net Growth</b>      | -34                          | -29                          | 18                           |
| <b>50</b>    | <b>Hawaii</b>  | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 13                           | 0                            | 0                            |
|              |  | <b>New Members</b>     | 51                           | 28                           | 46                           |
|              |  | <b>Drops</b>           | 42                           | 22                           | 33                           |
|              |  | <b>Net Growth</b>      | 38                           | 14                           | 15                           |
| <b>46</b>    | <b>California<br/>Nevada</b>                           | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 2                            | 18                           | 0                            |
|              |  | <b>New Members</b>     | 23                           | 40                           | 36                           |
|              |  | <b>Drops</b>           | 39                           | 91                           | 27                           |
|              |  | <b>Net Growth</b>      | -10                          | -30                          | 12                           |
| <b>37</b>    | <b>Montana</b>   | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 3                            | 0                            | 0                            |
|              |  | <b>New Members</b>     | 20                           | 22                           | 49                           |
|              |  | <b>Drops</b>           | 47                           | 34                           | 58                           |
|              |  | <b>Net Growth</b>      | -16                          | -9                           | -6                           |
| <b>Total</b> |  | <b>New Clubs</b>       | 9                            | 5                            | 2                            |
|              |  | <b>Charter Members</b> | 287                          | 195                          | 65                           |
|              |  | <b>New Members</b>     | 982                          | 1047                         | 965                          |
|              |  | <b>Drops</b>           | 1185                         | 1355                         | 1023                         |
|              |  | <b>Net Growth</b>      | 233                          | 45                           | 128                          |

## MD Wise Analysis

| <b>MD</b>    | <b>GMT Area</b> | <b>CA 1</b>            | <b>2019-2020</b> |
|--------------|-----------------|------------------------|------------------|
| <b>11</b>    | <b>Michigan</b> | <b>New Clubs</b>       | 1                |
|              |                 | <b>Charter Members</b> | 53               |
|              |                 | <b>New Members</b>     | 406              |
|              |                 | <b>Drops</b>           | 653              |
|              |                 | <b>Net Growth</b>      | -137             |
| <b>13</b>    | <b>Ohio</b>     | <b>New Clubs</b>       | 1                |
|              |                 | <b>Charter Members</b> | 34               |
|              |                 | <b>New Members</b>     | 410              |
|              |                 | <b>Drops</b>           | 656              |
|              |                 | <b>Net Growth</b>      | -150             |
| <b>25</b>    | <b>Indiana</b>  | <b>New Clubs</b>       | 0                |
|              |                 | <b>Charter Members</b> | 0                |
|              |                 | <b>New Members</b>     | 412              |
|              |                 | <b>Drops</b>           | 509              |
|              |                 | <b>Net Growth</b>      | -49              |
| <b>Total</b> |                 | <b>New Clubs</b>       | 2                |
|              |                 | <b>Charter Members</b> | 87               |
|              |                 | <b>New Members</b>     | 1228             |
|              |                 | <b>Drops</b>           | 1818             |
|              |                 | <b>Net Growth</b>      | -336             |



## MD Wise Analysis

| <b>MD</b>    | <b>GMT Area</b> | <b>CA 1</b>            | <b>2019-2020</b> |
|--------------|-----------------|------------------------|------------------|
| <b>7</b>     | <b>Arkansas</b> | <b>New Clubs</b>       | 0                |
|              |                 | <b>Charter Members</b> | 32               |
|              |                 | <b>New Members</b>     | 155              |
|              |                 | <b>Drops</b>           | 235              |
|              |                 | <b>Net Growth</b>      | -33              |
| <b>9</b>     | <b>Iowa</b>     | <b>New Clubs</b>       | 0                |
|              |                 | <b>Charter Members</b> | 2                |
|              |                 | <b>New Members</b>     | 310              |
|              |                 | <b>Drops</b>           | 469              |
|              |                 | <b>Net Growth</b>      | -133             |
| <b>26</b>    | <b>Missouri</b> | <b>New Clubs</b>       | 0                |
|              |                 | <b>Charter Members</b> | 0                |
|              |                 | <b>New Members</b>     | 318              |
|              |                 | <b>Drops</b>           | 559              |
|              |                 | <b>Net Growth</b>      | -210             |
| <b>Total</b> |                 | <b>New Clubs</b>       | 0                |
|              |                 | <b>Charter Members</b> | 34               |
|              |                 | <b>New Members</b>     | 783              |
|              |                 | <b>Drops</b>           | 1263             |
|              |                 | <b>Net Growth</b>      | -376             |

## MD Wise Analysis

| <b>MD</b>    | <b>GMT Area</b>             | <b>CA 1</b>            | <b>2019-2020</b> |
|--------------|-----------------------------|------------------------|------------------|
| <b>23</b>    | <b>Connecticut</b>          | <b>New Clubs</b>       | 2                |
|              |                             | <b>Charter Members</b> | 52               |
|              |                             | <b>New Members</b>     | 192              |
|              |                             | <b>Drops</b>           | 292              |
|              |                             | <b>Net Growth</b>      | -35              |
| <b>33</b>    | <b>Massachusetts</b>        | <b>New Clubs</b>       | 1                |
|              |                             | <b>Charter Members</b> | 29               |
|              |                             | <b>New Members</b>     | 295              |
|              |                             | <b>Drops</b>           | 376              |
|              |                             | <b>Net Growth</b>      | -22              |
| <b>44</b>    | <b>New Hampshire</b>        | <b>New Clubs</b>       | 0                |
|              |                             | <b>Charter Members</b> | 1                |
|              |                             | <b>New Members</b>     | 92               |
|              |                             | <b>Drops</b>           | 167              |
|              |                             | <b>Net Growth</b>      | -61              |
| <b>42</b>    | <b>Rhode Island</b>         | <b>New Clubs</b>       | 0                |
|              |                             | <b>Charter Members</b> | 1                |
|              |                             | <b>New Members</b>     | 47               |
|              |                             | <b>Drops</b>           | 54               |
|              |                             | <b>Net Growth</b>      | -1               |
| <b>45</b>    | <b>New York<br/>Vermont</b> | <b>New Clubs</b>       | 0                |
|              |                             | <b>Charter Members</b> | 2                |
|              |                             | <b>New Members</b>     | 44               |
|              |                             | <b>Drops</b>           | 66               |
|              |                             | <b>Net Growth</b>      | -9               |
| <b>41</b>    | <b>Maine</b>                | <b>New Clubs</b>       | 1                |
|              |                             | <b>Charter Members</b> | 26               |
|              |                             | <b>New Members</b>     | 80               |
|              |                             | <b>Drops</b>           | 108              |
|              |                             | <b>Net Growth</b>      | 7                |
| <b>Total</b> |                             | <b>New Clubs</b>       | 4                |
|              |                             | <b>Charter Members</b> | 111              |
|              |                             | <b>New Members</b>     | 750              |
|              |                             | <b>Drops</b>           | 1063             |
|              |                             | <b>Net Growth</b>      | -121             |

## MD Wise Analysis

| <b>MD</b>    | <b>GMT Area</b>                           | <b>CA 1</b>            | <b>2019-2020</b> |
|--------------|---|------------------------|------------------|
| <b>51</b>    | <b>Puerto Rico<br/>U S Virgin Islands</b> | <b>New Clubs</b>       | 1                |
|              |   | <b>Charter Members</b> | 35               |
|              |   | <b>New Members</b>     | 132              |
|              |   | <b>Drops</b>           | 334              |
|              |   | <b>Net Growth</b>      | -161             |
| <b>60</b>    | <b>Various</b>                            | <b>New Clubs</b>       | 0                |
|              |   | <b>Charter Members</b> | 1                |
|              |   | <b>New Members</b>     | 121              |
|              |   | <b>Drops</b>           | 158              |
|              |   | <b>Net Growth</b>      | -16              |
| <b>Total</b> |   | <b>New Clubs</b>       | 1                |
|              |   | <b>Charter Members</b> | 36               |
|              |   | <b>New Members</b>     | 253              |
|              |   | <b>Drops</b>           | 492              |
|              |   | <b>Net Growth</b>      | -177             |

## MD Wise Analysis

| <b>MD</b>    | <b>GMT Area</b>                                  | <b>CA 1</b>   | <b>2019-2020</b>  |
|--------------|--|---|---|
| <b>18</b>    | <b>Georgia</b>                                   | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>0</b><br><b>1</b><br><b>229</b><br><b>291</b><br><b>-41</b>    |
| <b>31</b>    | <b>North Carolina</b>                            | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>0</b><br><b>25</b><br><b>225</b><br><b>420</b><br><b>-119</b>  |
| <b>32</b>    | <b>South Carolina</b>                            | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>0</b><br><b>1</b><br><b>130</b><br><b>289</b><br><b>-137</b>   |
| <b>35</b>    | <b>Aruba</b><br><b>Bahamas</b><br><b>Florida</b> | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>0</b><br><b>17</b><br><b>355</b><br><b>675</b><br><b>-146</b>  |
| <b>Total</b> |  | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | <b>0</b><br><b>44</b><br><b>939</b><br><b>1675</b><br><b>-443</b> |

## MD Wise Analysis

| <b>MD</b>    | <b>GMT Area</b>    | <b>CA 1</b>   | <b>2019-2020</b>               |
|--------------|--------------------|---|--------------------------------|
| <b>12</b>    | <b>Tennessee</b>   | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 0<br>8<br>197<br>368<br>-112   |
| <b>30</b>    | <b>Mississippi</b> | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 0<br>0<br>100<br>248<br>-134   |
| <b>34</b>    | <b>Alabama</b>     | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 0<br>8<br>165<br>273<br>-86    |
| <b>43</b>    | <b>Kentucky</b>    | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 1<br>20<br>150<br>280<br>-88   |
| <b>Total</b> |                    | <b>New Clubs</b><br><b>Charter Members</b><br><b>New Members</b><br><b>Drops</b><br><b>Net Growth</b> | 1<br>36<br>612<br>1169<br>-420 |

