

# MD ANALYSIS

## CA 4 January Analysis

### GAT Constitutional Area 4 Leader: Open

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

| CA 4                   | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|------------------------|-----------|-----------|-----------|-----------|-----------|
| <b>New Clubs</b>       | 34        | 27        | 29        | 42        | 39        |
| <b>Charter Members</b> | 981       | 788       | 786       | 1101      | 1082      |
| <b>New Members</b>     | 7554      | 7382      | 6638      | 7095      | 6960      |
| <b>Drops</b>           | 11766     | 11338     | 11184     | 11074     | 10847     |
| <b>Net Growth</b>      | -2232     | -2215     | -2725     | -1780     | -1788     |

#### January (Only Results)

| CA 4                   | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|------------------------|--------|--------|--------|--------|
| <b>New Clubs</b>       | 5      | 5      | 6      | 10     |
| <b>Charter Members</b> | 125    | 131    | 156    | 311    |
| <b>New Members</b>     | 1736   | 1803   | 1771   | 1541   |
| <b>Drops</b>           | 1614   | 1708   | 1648   | 1521   |
| <b>Net Growth</b>      | 413    | 441    | 469    | 520    |

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

| CA 4                   | 2016-2017<br>3rd Qtr | 2017-2018<br>3rd Qtr | 2018-2019<br>3rd Qtr |
|------------------------|----------------------|----------------------|----------------------|
| <b>New Clubs</b>       | 20                   | 20                   | 20                   |
| <b>Charter Members</b> | 562                  | 576                  | 600                  |
| <b>New Members</b>     | 4207                 | 4367                 | 4041                 |
| <b>Drops</b>           | 4143                 | 3913                 | 3914                 |
| <b>Net Growth</b>      | 1085                 | 1518                 | 1206                 |

### MD Wise Analysis

| MD    | GMT Area                              | CA 4            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|-------|---------------------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| NA    | Undistricted                          | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |                                       | Charter Members | 0         | 0         | 0         | 0         | 0         |
|       |                                       | New Members     | 0         | 0         | 2         | 3         | 3         |
|       |                                       | Drops           | 0         | 0         | 3         | 5         | 7         |
|       |                                       | Net Growth      | 0         | 0         | -1        | -2        | -4        |
| 101   | Sweden                                | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |                                       | Charter Members | 3         | 6         | 1         | 3         | 5         |
|       |                                       | New Members     | 338       | 340       | 283       | 304       | 300       |
|       |                                       | Drops           | 581       | 591       | 520       | 471       | 527       |
|       |                                       | Net Growth      | -213      | -203      | -201      | -134      | -193      |
| 104   | Norway                                | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |                                       | Charter Members | 0         | 0         | 10        | 0         | 1         |
|       |                                       | New Members     | 380       | 339       | 315       | 251       | 288       |
|       |                                       | Drops           | 624       | 591       | 659       | 523       | 475       |
|       |                                       | Net Growth      | -203      | -226      | -230      | -220      | -165      |
| 107   | Aland Is Finland<br>Finland           | New Clubs       | 4         | 0         | 1         | 0         | 1         |
|       |                                       | Charter Members | 115       | 29        | 30        | 12        | 31        |
|       |                                       | New Members     | 686       | 623       | 562       | 525       | 494       |
|       |                                       | Drops           | 1091      | 979       | 1036      | 885       | 945       |
|       |                                       | Net Growth      | -234      | -266      | -382      | -265      | -351      |
| 109   | Iceland                               | New Clubs       | 1         | 0         | 0         | 0         | 0         |
|       |                                       | Charter Members | 20        | 1         | 3         | 0         | 0         |
|       |                                       | New Members     | 43        | 48        | 73        | 72        | 32        |
|       |                                       | Drops           | 93        | 89        | 130       | 83        | 81        |
|       |                                       | Net Growth      | -26       | -37       | -49       | -1        | -42       |
| 106   | Denmark<br>Faroe Islands<br>Greenland | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |                                       | Charter Members | 2         | 1         | 2         | 3         | 1         |
|       |                                       | New Members     | 185       | 199       | 185       | 212       | 206       |
|       |                                       | Drops           | 340       | 309       | 341       | 329       | 295       |
|       |                                       | Net Growth      | -138      | -96       | -126      | -95       | -66       |
| 120   | Estonia                               | New Clubs       | 0         | 1         | 0         | 0         | 0         |
|       |                                       | Charter Members | 0         | 28        | 4         | 0         | 0         |
|       |                                       | New Members     | 30        | 36        | 15        | 24        | 24        |
|       |                                       | Drops           | 31        | 55        | 43        | 44        | 46        |
|       |                                       | Net Growth      | -1        | 12        | -24       | -19       | -21       |
| 131   | Lithuania                             | New Clubs       | 0         | 0         | 1         | 2         | 0         |
|       |                                       | Charter Members | 0         | 0         | 20        | 41        | 0         |
|       |                                       | New Members     | 0         | 0         | 23        | 7         | 18        |
|       |                                       | Drops           | 0         | 0         | 48        | 21        | 27        |
|       |                                       | Net Growth      | 0         | 0         | -5        | 27        | -9        |
| Total |                                       | New Clubs       | 5         | 1         | 2         | 2         | 1         |
|       |                                       | Charter Members | 140       | 65        | 70        | 59        | 38        |
|       |                                       | New Members     | 1662      | 1585      | 1458      | 1398      | 1365      |
|       |                                       | Drops           | 2760      | 2614      | 2780      | 2361      | 2403      |
|       |                                       | Net Growth      | -815      | -816      | -1018     | -709      | -851      |

## January (Only) Results

| MD    | GMT Area                              | CA 4            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-------|---------------------------------------|-----------------|--------|--------|--------|--------|
| NA    | Undistricted                          | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                       | Charter Members | 0      | 0      | 0      | 0      |
|       |                                       | New Members     | 0      | 0      | 0      | 0      |
|       |                                       | Drops           | 0      | 0      | 2      | 1      |
|       |                                       | Net Growth      | 0      | 0      | -2     | -1     |
| 101   | Sweden                                | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                       | Charter Members | 1      | 0      | -1     | 0      |
|       |                                       | New Members     | 80     | 98     | 78     | 83     |
|       |                                       | Drops           | 79     | 88     | 62     | 46     |
|       |                                       | Net Growth      | 6      | 19     | 20     | 41     |
| 104   | Norway                                | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                       | Charter Members | 0      | 5      | 0      | 1      |
|       |                                       | New Members     | 98     | 108    | 58     | 88     |
|       |                                       | Drops           | 104    | 145    | 103    | 102    |
|       |                                       | Net Growth      | 1      | 6      | -41    | -9     |
| 107   | Aland Is Finland<br>Finland           | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                       | Charter Members | 0      | 2      | 2      | 2      |
|       |                                       | New Members     | 122    | 155    | 118    | 107    |
|       |                                       | Drops           | 142    | 175    | 105    | 117    |
|       |                                       | Net Growth      | -9     | -11    | 31     | -3     |
| 109   | Iceland                               | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                       | Charter Members | 0      | 1      | 0      | 0      |
|       |                                       | New Members     | 11     | 27     | 26     | 8      |
|       |                                       | Drops           | 6      | 4      | 5      | 6      |
|       |                                       | Net Growth      | 6      | 25     | 22     | 4      |
| 106   | Denmark<br>Faroe Islands<br>Greenland | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                       | Charter Members | 0      | 0      | 2      | 1      |
|       |                                       | New Members     | 37     | 55     | 52     | 49     |
|       |                                       | Drops           | 54     | 61     | 82     | 45     |
|       |                                       | Net Growth      | -15    | 0      | -24    | 7      |
| 120   | Estonia                               | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                       | Charter Members | 1      | 0      | 0      | 0      |
|       |                                       | New Members     | 5      | 4      | 2      | 5      |
|       |                                       | Drops           | 6      | 11     | 11     | 12     |
|       |                                       | Net Growth      | 2      | -7     | -9     | -7     |
| 131   | Lithuania                             | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                       | Charter Members | 0      | 0      | 0      | 0      |
|       |                                       | New Members     | 0      | 3      | 3      | 7      |
|       |                                       | Drops           | 0      | 3      | 5      | 0      |
|       |                                       | Net Growth      | 0      | 0      | -2     | 7      |
| Total |                                       | New Clubs       | 0      | 0      | 0      | 0      |
|       |                                       | Charter Members | 2      | 8      | 3      | 4      |
|       |                                       | New Members     | 353    | 450    | 337    | 347    |
|       |                                       | Drops           | 391    | 487    | 375    | 329    |
|       |                                       | Net Growth      | -9     | 32     | -5     | 39     |

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

| <b>MD</b>    | <b>GMT Area</b>                                | <b>CA 4</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|--|------------------------|------------------------------|------------------------------|------------------------------|
| <b>NA</b>    | <b>Undistricted</b>                            | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|              |  | <b>Charter Members</b> | 0                            | 23                           | 0                            |
|              |  | <b>New Members</b>     | 0                            | 0                            | 0                            |
|              |  | <b>Drops</b>           | 0                            | 2                            | 2                            |
|              |  | <b>Net Growth</b>      | 0                            | 22                           | -2                           |
| <b>101</b>   | <b>Sweden</b>                                  | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 1                            | 0                            | 6                            |
|              |  | <b>New Members</b>     | 210                          | 204                          | 193                          |
|              |  | <b>Drops</b>           | 190                          | 195                          | 196                          |
|              |  | <b>Net Growth</b>      | 35                           | 24                           | 19                           |
| <b>104</b>   | <b>Norway</b>                                  | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|              |  | <b>Charter Members</b> | 0                            | 32                           | 0                            |
|              |  | <b>New Members</b>     | 205                          | 212                          | 158                          |
|              |  | <b>Drops</b>           | 230                          | 276                          | 224                          |
|              |  | <b>Net Growth</b>      | -13                          | 26                           | -59                          |
| <b>107</b>   | <b>Aland Is Finland<br/>Finland</b>            | <b>New Clubs</b>       | 1                            | 0                            | 1                            |
|              |  | <b>Charter Members</b> | 28                           | 10                           | 24                           |
|              |  | <b>New Members</b>     | 317                          | 324                          | 280                          |
|              |  | <b>Drops</b>           | 362                          | 388                          | 308                          |
|              |  | <b>Net Growth</b>      | 11                           | -39                          | 23                           |
| <b>109</b>   | <b>Iceland</b>                                 | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 0                            | 4                            | 0                            |
|              |  | <b>New Members</b>     | 44                           | 83                           | 42                           |
|              |  | <b>Drops</b>           | 21                           | 10                           | 23                           |
|              |  | <b>Net Growth</b>      | 25                           | 100                          | 25                           |
| <b>106</b>   | <b>Denmark<br/>Faroe Islands<br/>Greenland</b> | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 0                            | 0                            | 2                            |
|              |  | <b>New Members</b>     | 151                          | 114                          | 93                           |
|              |  | <b>Drops</b>           | 165                          | 131                          | 128                          |
|              |  | <b>Net Growth</b>      | -5                           | -7                           | -29                          |
| <b>120</b>   | <b>Estonia</b>                                 | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 1                            | 1                            | 0                            |
|              |  | <b>New Members</b>     | 14                           | 15                           | 8                            |
|              |  | <b>Drops</b>           | 26                           | 24                           | 12                           |
|              |  | <b>Net Growth</b>      | -9                           | -8                           | -4                           |
| <b>131</b>   | <b>Lithuania</b>                               | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |  | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |  | <b>New Members</b>     | 0                            | 7                            | 10                           |
|              |  | <b>Drops</b>           | 0                            | 7                            | 6                            |
|              |  | <b>Net Growth</b>      | 0                            | 0                            | 4                            |
| <b>Total</b> |  | <b>New Clubs</b>       | 1                            | 2                            | 1                            |
|              |  | <b>Charter Members</b> | 30                           | 70                           | 32                           |
|              |  | <b>New Members</b>     | 941                          | 959                          | 784                          |
|              |  | <b>Drops</b>           | 994                          | 1033                         | 899                          |
|              |  | <b>Net Growth</b>      | 44                           | 118                          | -23                          |

## MD Wise Analysis

| MD    | GMT Area                     | CA 4            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|-------|------------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| 102   | Liechtenstein<br>Switzerland | New Clubs       | 1         | 1         | 0         | 1         | 0         |
|       |                              | Charter Members | 39        | 22        | 10        | 35        | 5         |
|       |                              | New Members     | 225       | 226       | 263       | 249       | 168       |
|       |                              | Drops           | 339       | 345       | 223       | 229       | 161       |
|       |                              | Net Growth      | -25       | -84       | 91        | 72        | 37        |
| 111   | Germany                      | New Clubs       | 4         | 4         | 4         | 3         | 2         |
|       |                              | Charter Members | 103       | 86        | 100       | 71        | 52        |
|       |                              | New Members     | 1027      | 968       | 966       | 1034      | 1106      |
|       |                              | Drops           | 1107      | 1097      | 1145      | 1196      | 1214      |
|       |                              | Net Growth      | 130       | 55        | 25        | 41        | 35        |
| 114   | Austria                      | New Clubs       | 0         | 0         | 0         | 1         | 0         |
|       |                              | Charter Members | 0         | 2         | 1         | 20        | 1         |
|       |                              | New Members     | 254       | 152       | 141       | 173       | 162       |
|       |                              | Drops           | 357       | 228       | 259       | 119       | 207       |
|       |                              | Net Growth      | -84       | -55       | -77       | 82        | -31       |
| Total |                              | New Clubs       | 5         | 5         | 4         | 5         | 2         |
|       |                              | Charter Members | 142       | 110       | 111       | 126       | 58        |
|       |                              | New Members     | 1506      | 1346      | 1370      | 1456      | 1436      |
|       |                              | Drops           | 1803      | 1670      | 1627      | 1544      | 1582      |
|       |                              | Net Growth      | 21        | -84       | 39        | 195       | 41        |

## January (Only) Results

| MD    | GMT Area                     | CA 4            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-------|------------------------------|-----------------|--------|--------|--------|--------|
| 102   | Liechtenstein<br>Switzerland | New Clubs       | 0      | 0      | 0      | 0      |
|       |                              | Charter Members | 0      | 0      | 2      | 3      |
|       |                              | New Members     | 26     | 39     | 31     | 8      |
|       |                              | Drops           | 30     | 25     | 45     | 12     |
|       |                              | Net Growth      | -2     | 15     | -9     | 5      |
| 111   | Germany                      | New Clubs       | 0      | 1      | 0      | 0      |
|       |                              | Charter Members | 1      | 22     | 0      | 0      |
|       |                              | New Members     | 176    | 189    | 212    | 199    |
|       |                              | Drops           | 198    | 245    | 286    | 304    |
|       |                              | Net Growth      | -10    | -12    | -59    | -93    |
| 114   | Austria                      | New Clubs       | 0      | 0      | 1      | 0      |
|       |                              | Charter Members | 1      | 0      | 20     | 0      |
|       |                              | New Members     | 31     | 40     | 39     | 7      |
|       |                              | Drops           | 33     | 29     | 26     | 8      |
|       |                              | Net Growth      | 1      | 16     | 35     | 0      |
| Total |                              | New Clubs       | 0      | 1      | 1      | 0      |
|       |                              | Charter Members | 2      | 22     | 22     | 3      |
|       |                              | New Members     | 233    | 268    | 282    | 214    |
|       |                              | Drops           | 261    | 299    | 357    | 324    |
|       |                              | Net Growth      | -11    | 19     | -33    | -88    |

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

| <b>MD</b>    | <b>GMT Area</b>              | <b>CA 4</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|------------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>102</b>   | Liechtenstein<br>Switzerland | <b>New Clubs</b>       | 0                            | 1                            | 1                            |
|              |                              | <b>Charter Members</b> | 0                            | 33                           | 29                           |
|              |                              | <b>New Members</b>     | 85                           | 99                           | 93                           |
|              |                              | <b>Drops</b>           | 78                           | 63                           | 97                           |
|              |                              | <b>Net Growth</b>      | 15                           | 74                           | 35                           |
| <b>111</b>   | Germany                      | <b>New Clubs</b>       | 3                            | 3                            | 1                            |
|              |                              | <b>Charter Members</b> | 92                           | 62                           | 24                           |
|              |                              | <b>New Members</b>     | 587                          | 563                          | 540                          |
|              |                              | <b>Drops</b>           | 665                          | 572                          | 622                          |
|              |                              | <b>Net Growth</b>      | 63                           | 99                           | 15                           |
| <b>114</b>   | Austria                      | <b>New Clubs</b>       | 1                            | 0                            | 1                            |
|              |                              | <b>Charter Members</b> | 25                           | 0                            | 21                           |
|              |                              | <b>New Members</b>     | 78                           | 94                           | 83                           |
|              |                              | <b>Drops</b>           | 88                           | 75                           | 97                           |
|              |                              | <b>Net Growth</b>      | 22                           | 25                           | 10                           |
| <b>Total</b> |                              | <b>New Clubs</b>       | 4                            | 4                            | 3                            |
|              |                              | <b>Charter Members</b> | 117                          | 95                           | 74                           |
|              |                              | <b>New Members</b>     | 750                          | 756                          | 716                          |
|              |                              | <b>Drops</b>           | 831                          | 710                          | 816                          |
|              |                              | <b>Net Growth</b>      | 100                          | 198                          | 60                           |

## MD Wise Analysis

| MD           | GMT Area  | CA 4            | 2017-2018 | 2018-2019 | 2019-2020 |
|--------------|---|-----------------|-----------|-----------|-----------|
| 119          | Hungary   | New Clubs       | 0         | 0         | 1         |
|              |   | Charter Members | 0         | 0         | 21        |
|              |   | New Members     | 28        | 34        | 28        |
|              |   | Drops           | 56        | 25        | 61        |
|              |   | Net Growth      | -26       | 10        | -8        |
| 121          | Poland  | New Clubs       | 0         | 0         | 0         |
|              |   | Charter Members | 0         | 3         | 0         |
|              |   | New Members     | 26        | 24        | 17        |
|              |   | Drops           | 35        | 62        | 50        |
|              |   | Net Growth      | -7        | -18       | -30       |
| 122          | Czech Republic<br>Slovak Republic                   | New Clubs       | 2         | 0         | 0         |
|              |   | Charter Members | 41        | 0         | 2         |
|              |   | New Members     | 23        | 16        | 34        |
|              |   | Drops           | 38        | 23        | 61        |
|              |   | Net Growth      | 27        | -6        | -8        |
| 123          | Russian Federation                                  | New Clubs       | 0         | 0         | 0         |
|              |   | Charter Members | 1         | 0         | 0         |
|              |   | New Members     | 2         | 16        | 4         |
|              |   | Drops           | 21        | 10        | 16        |
|              |   | Net Growth      | -17       | 7         | -12       |
| 124          | Romania   | New Clubs       | 1         | 1         | 4         |
|              |   | Charter Members | 25        | 25        | 92        |
|              |   | New Members     | 46        | 55        | 75        |
|              |   | Drops           | 96        | 95        | 135       |
|              |   | Net Growth      | -23       | -12       | 32        |
| 126          | Croatia   | New Clubs       | 0         | 0         | 1         |
|              |   | Charter Members | 1         | 0         | 21        |
|              |   | New Members     | 27        | 23        | 24        |
|              |   | Drops           | 61        | 50        | 78        |
|              |   | Net Growth      | -31       | -22       | -32       |
| 129          | Slovenia  | New Clubs       | 1         | 0         | 0         |
|              |   | Charter Members | 32        | 1         | 4         |
|              |   | New Members     | 28        | 28        | 19        |
|              |   | Drops           | 50        | 73        | 41        |
|              |   | Net Growth      | 11        | -43       | -17       |
| 130          | Bulgaria  | New Clubs       | 0         | 0         | 0         |
|              |   | Charter Members | 0         | 0         | 3         |
|              |   | New Members     | 10        | 5         | 28        |
|              |   | Drops           | 40        | 54        | 33        |
|              |   | Net Growth      | -30       | -49       | -1        |
| 132          | Macedonia (Fyrom)<br>Republic Of North<br>Macedonia | New Clubs       | 1         | 2         | 1         |
|              |   | Charter Members | 20        | 41        | 20        |
|              |   | New Members     | 9         | 24        | 15        |
|              |   | Drops           | 139       | 151       | 189       |
|              |   | Net Growth      | -108      | -84       | -153      |
| <b>Total</b> |   | New Clubs       | 5         | 3         | 7         |
|              |   | Charter Members | 120       | 70        | 163       |
|              |   | New Members     | 199       | 225       | 244       |
|              |   | Drops           | 536       | 543       | 664       |
|              |   | Net Growth      | -204      | -217      | -229      |



## January (Only) Results

| MD           | GMT Area  | CA 4            | Jan-18 | Jan-19 | Jan-20 |
|--------------|---|-----------------|--------|--------|--------|
| 119          | Hungary   | New Clubs       | 0      | 0      | 1      |
|              |   | Charter Members | 0      | 0      | 20     |
|              |   | New Members     | 6      | 24     | 3      |
|              |   | Drops           | 8      | 4      | 6      |
|              |   | Net Growth      | -1     | 20     | 17     |
| 121          | Poland  | New Clubs       | 0      | 0      | 0      |
|              |   | Charter Members | 0      | 0      | 0      |
|              |   | New Members     | 12     | 6      | 3      |
|              |   | Drops           | 9      | 16     | 5      |
|              |   | Net Growth      | 3      | -10    | -2     |
| 122          | Czech Republic<br>Slovak Republic                   | New Clubs       | 0      | 0      | 0      |
|              |   | Charter Members | 0      | 0      | 1      |
|              |   | New Members     | 1      | 5      | 2      |
|              |   | Drops           | 7      | 7      | 9      |
|              |   | Net Growth      | -6     | -2     | -3     |
| 123          | Russian Federation                                  | New Clubs       | 0      | 0      | 0      |
|              |   | Charter Members | 0      | 0      | 0      |
|              |   | New Members     | 1      | 11     | 0      |
|              |   | Drops           | 1      | 5      | 1      |
|              |   | Net Growth      | 0      | 6      | -1     |
| 124          | Romania   | New Clubs       | 0      | 0      | 1      |
|              |   | Charter Members | 0      | 3      | 26     |
|              |   | New Members     | 2      | 2      | 9      |
|              |   | Drops           | 18     | 21     | 31     |
|              |   | Net Growth      | -15    | -16    | 4      |
| 126          | Croatia   | New Clubs       | 0      | 0      | 1      |
|              |   | Charter Members | 0      | 0      | 21     |
|              |   | New Members     | 12     | 7      | 3      |
|              |   | Drops           | 6      | 9      | 2      |
|              |   | Net Growth      | 6      | -1     | 22     |
| 129          | Slovenia  | New Clubs       | 0      | 0      | 0      |
|              |   | Charter Members | 0      | 0      | 0      |
|              |   | New Members     | 6      | 14     | 1      |
|              |   | Drops           | 4      | 6      | 11     |
|              |   | Net Growth      | 2      | 8      | -10    |
| 130          | Bulgaria  | New Clubs       | 0      | 0      | 0      |
|              |   | Charter Members | 0      | 0      | 1      |
|              |   | New Members     | 5      | 0      | 3      |
|              |   | Drops           | 3      | 5      | 1      |
|              |   | Net Growth      | 2      | -5     | 3      |
| 132          | Macedonia (Fyrom)<br>Republic Of North<br>Macedonia | New Clubs       | 0      | 0      |        |
|              |   | Charter Members | 0      | 0      |        |
|              |   | New Members     | 1      | 2      |        |
|              |   | Drops           | 15     | 3      |        |
|              |   | Net Growth      | -14    | -1     |        |
| <b>Total</b> |   | New Clubs       | 0      | 0      | 3      |
|              |   | Charter Members | 0      | 3      | 69     |
|              |   | New Members     | 46     | 71     | 24     |
|              |   | Drops           | 71     | 76     | 66     |
|              |   | Net Growth      | -23    | -1     | 30     |

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

| <b>MD</b>  | <b>GMT Area</b>  | <b>CA 4</b>            | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|------------|--|------------------------|------------------------------|------------------------------|
| <b>119</b> | <b>Hungary</b>   | <b>New Clubs</b>       | 0                            | 0                            |
|            |  | <b>Charter Members</b> | 0                            | 0                            |
|            |  | <b>New Members</b>     | 12                           | 40                           |
|            |  | <b>Drops</b>           | 13                           | 13                           |
|            |  | <b>Net Growth</b>      | 0                            | 27                           |
| <b>121</b> | <b>Poland</b>  | <b>New Clubs</b>       | 0                            | 0                            |
|            |  | <b>Charter Members</b> | 0                            | 0                            |
|            |  | <b>New Members</b>     | 29                           | 14                           |
|            |  | <b>Drops</b>           | 24                           | 26                           |
|            |  | <b>Net Growth</b>      | 6                            | -11                          |
| <b>122</b> | <b>Czech Republic<br/>Slovak Republic</b>                    | <b>New Clubs</b>       | 0                            | 0                            |
|            |  | <b>Charter Members</b> | 0                            | 0                            |
|            |  | <b>New Members</b>     | 8                            | 12                           |
|            |  | <b>Drops</b>           | 14                           | 15                           |
|            |  | <b>Net Growth</b>      | -6                           | -3                           |
| <b>123</b> | <b>Russian Federation</b>                                    | <b>New Clubs</b>       | 0                            | 0                            |
|            |  | <b>Charter Members</b> | 0                            | 0                            |
|            |  | <b>New Members</b>     | 1                            | 14                           |
|            |  | <b>Drops</b>           | 1                            | 5                            |
|            |  | <b>Net Growth</b>      | 0                            | 9                            |
| <b>124</b> | <b>Romania</b>   | <b>New Clubs</b>       | 1                            | 0                            |
|            |  | <b>Charter Members</b> | 49                           | 3                            |
|            |  | <b>New Members</b>     | 28                           | 30                           |
|            |  | <b>Drops</b>           | 39                           | 28                           |
|            |  | <b>Net Growth</b>      | 39                           | 5                            |
| <b>126</b> | <b>Croatia</b>   | <b>New Clubs</b>       | 0                            | 0                            |
|            |  | <b>Charter Members</b> | 0                            | 0                            |
|            |  | <b>New Members</b>     | 20                           | 16                           |
|            |  | <b>Drops</b>           | 10                           | 11                           |
|            |  | <b>Net Growth</b>      | 10                           | 6                            |
| <b>129</b> | <b>Slovenia</b>  | <b>New Clubs</b>       | 0                            | 0                            |
|            |  | <b>Charter Members</b> | 0                            | 1                            |
|            |  | <b>New Members</b>     | 19                           | 28                           |
|            |  | <b>Drops</b>           | 8                            | 27                           |
|            |  | <b>Net Growth</b>      | 11                           | 2                            |
| <b>130</b> | <b>Bulgaria</b>  | <b>New Clubs</b>       | 0                            | 0                            |
|            |  | <b>Charter Members</b> | 16                           | 0                            |
|            |  | <b>New Members</b>     | 8                            | 19                           |
|            |  | <b>Drops</b>           | 22                           | 7                            |
|            |  | <b>Net Growth</b>      | 3                            | 12                           |
| <b>132</b> | <b>Macedonia (Fyrom)<br/>Republic Of North<br/>Macedonia</b> | <b>New Clubs</b>       | 0                            | 0                            |
|            |  | <b>Charter Members</b> | 1                            | 38                           |
|            |  | <b>New Members</b>     | 14                           | 16                           |
|            |  | <b>Drops</b>           | 39                           | 12                           |
|            |  | <b>Net Growth</b>      | -15                          | 55                           |

|              |                        | 2017-2018<br>3rd Qtr | 2018-2019<br>3rd Qtr |
|--------------|------------------------|----------------------|----------------------|
| <b>Total</b> | <b>New Clubs</b>       | 1                    | 0                    |
|              | <b>Charter Members</b> | 66                   | 42                   |
|              | <b>New Members</b>     | 139                  | 189                  |
|              | <b>Drops</b>           | 170                  | 144                  |
|              | <b>Net Growth</b>      | 48                   | 102                  |

### MD Wise Analysis

| MD    | GMT Area                                | CA 4            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|-------|---|-----------------|-----------|-----------|-----------|-----------|-----------|
| NA    | Undistricted                            | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |   | Charter Members | 0         | 0         | 0         | 0         | 0         |
|       |   | New Members     | 2         | 2         | 3         | 0         | 5         |
|       |   | Drops           | 1         | 1         | 3         | 2         | 1         |
|       |   | Net Growth      | 1         | 1         | 0         | -2        | 4         |
| 116   | Spain                                   | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |   | Charter Members | 5         | 4         | 0         | 0         | 0         |
|       |   | New Members     | 94        | 152       | 0         | 0         | 0         |
|       |   | Drops           | 223       | 171       | 0         | 0         | 0         |
|       |   | Net Growth      | -100      | -7        | 0         | 0         | 0         |
| 105   | Various                                 | New Clubs       | 0         | 5         | 0         | 1         | 2         |
|       |   | Charter Members | 16        | 127       | 2         | 33        | 65        |
|       |   | New Members     | 687       | 600       | 478       | 495       | 439       |
|       |   | Drops           | 999       | 1103      | 776       | 840       | 772       |
|       |   | Net Growth      | -176      | -275      | -209      | -230      | -174      |
| 110   | Netherlands                             | New Clubs       | 3         | 1         | 0         | 1         | 0         |
|       |   | Charter Members | 64        | 21        | 0         | 21        | 0         |
|       |   | New Members     | 183       | 292       | 276       | 299       | 362       |
|       |   | Drops           | 265       | 250       | 261       | 531       | 223       |
|       |   | Net Growth      | 3         | 107       | 40        | -159      | 166       |
| 118   | Turkey                                  | New Clubs       | 2         | 2         | 2         | 4         | 2         |
|       |   | Charter Members | 75        | 70        | 60        | 113       | 80        |
|       |   | New Members     | 257       | 194       | 189       | 195       | 227       |
|       |   | Drops           | 450       | 542       | 606       | 508       | 524       |
|       |   | Net Growth      | -91       | -263      | -315      | -163      | -166      |
| 115   | Portugal                                | New Clubs       | 1         | 0         | 0         | 0         | 0         |
|       |   | Charter Members | 20        | 9         | 0         | 0         | 0         |
|       |   | New Members     | 96        | 86        | 0         | 0         | 0         |
|       |   | Drops           | 171       | 139       | 0         | 0         | 0         |
|       |   | Net Growth      | -46       | -26       | 0         | 0         | 0         |
| 128   | Israel                                  | New Clubs       | 0         | 1         | 0         | 0         | 0         |
|       |   | Charter Members | 1         | 30        | 3         | 0         | 1         |
|       |   | New Members     | 34        | 23        | 20        | 22        | 19        |
|       |   | Drops           | 77        | 49        | 45        | 35        | 48        |
|       |   | Net Growth      | -39       | 5         | -20       | -5        | -28       |
| 133   | Northern Ireland<br>Republic Of Ireland | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |   | Charter Members | 0         | 0         | 0         | 2         | 0         |
|       |   | New Members     | 0         | 0         | 65        | 81        | 59        |
|       |   | Drops           | 0         | 0         | 114       | 113       | 105       |
|       |   | Net Growth      | 0         | 0         | -46       | -28       | -41       |
| Total |   | New Clubs       | 6         | 9         | 2         | 6         | 4         |
|       |   | Charter Members | 181       | 261       | 65        | 169       | 146       |
|       |   | New Members     | 1353      | 1349      | 1031      | 1092      | 1111      |
|       |   | Drops           | 2186      | 2255      | 1805      | 2029      | 1673      |
|       |   | Net Growth      | -448      | -458      | -550      | -587      | -239      |

## January (Only) Results

| MD    | GMT Area                                | CA 4            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-------|---|-----------------|--------|--------|--------|--------|
| NA    | Undistricted                            | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 0      | 0      | 0      | 0      |
|       |   | Drops           | 1      | 0      | 1      | 1      |
|       |   | Net Growth      | -1     | 0      | -1     | -1     |
| 116   | Spain                                   | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 30     | 0      | 0      | 0      |
|       |   | Drops           | 22     | 0      | 0      | 0      |
|       |   | Net Growth      | 9      | 0      | 0      | 0      |
| 105   | Various                                 | New Clubs       | 2      | 0      | 0      | 0      |
|       |   | Charter Members | 43     | 0      | 0      | 6      |
|       |   | New Members     | 135    | 99     | 116    | 88     |
|       |   | Drops           | 189    | 132    | 94     | 103    |
|       |   | Net Growth      | 8      | -12    | 35     | 11     |
| 110   | Netherlands                             | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 1      | 0      | 0      | 0      |
|       |   | New Members     | 66     | 55     | 41     | 15     |
|       |   | Drops           | 48     | 39     | 53     | 6      |
|       |   | Net Growth      | 34     | 19     | -8     | 10     |
| 118   | Turkey                                  | New Clubs       | 0      | 1      | 0      | 0      |
|       |   | Charter Members | 4      | 28     | 6      | 16     |
|       |   | New Members     | 46     | 67     | 54     | 84     |
|       |   | Drops           | 28     | 43     | 26     | 28     |
|       |   | Net Growth      | 25     | 72     | 42     | 100    |
| 115   | Portugal                                | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 21     | 0      | 0      | 0      |
|       |   | Drops           | 18     | 0      | 0      | 0      |
|       |   | Net Growth      | 3      | 0      | 0      | 0      |
| 128   | Israel                                  | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 5      | 13     | 6      | 2      |
|       |   | Drops           | 5      | 2      | 7      | 2      |
|       |   | Net Growth      | 0      | 11     | -1     | 0      |
| 133   | Northern Ireland<br>Republic Of Ireland | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 0      | 13     | 27     | 6      |
|       |   | Drops           | 0      | 19     | 17     | 22     |
|       |   | Net Growth      | 0      | -6     | 10     | -15    |
| Total |   | New Clubs       | 2      | 1      | 0      | 0      |
|       |   | Charter Members | 48     | 28     | 6      | 22     |
|       |   | New Members     | 303    | 247    | 244    | 195    |
|       |   | Drops           | 311    | 235    | 198    | 162    |
|       |   | Net Growth      | 78     | 84     | 77     | 105    |

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

| <b>MD</b>    | <b>GMT Area</b>                                 | <b>CA 4</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|---|------------------------|------------------------------|------------------------------|------------------------------|
| <b>NA</b>    | <b>Undistricted</b>                             | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |   | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |   | <b>New Members</b>     | 0                            | 0                            | 0                            |
|              |   | <b>Drops</b>           | 3                            | 8                            | 1                            |
|              |   | <b>Net Growth</b>      | -3                           | -8                           | -1                           |
| <b>116</b>   | <b>Spain</b>                                    | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |   | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |   | <b>New Members</b>     | 62                           | 0                            | 0                            |
|              |   | <b>Drops</b>           | 68                           | 0                            | 0                            |
|              |   | <b>Net Growth</b>      | -3                           | 0                            | 0                            |
| <b>105</b>   | <b>Various</b>                                  | <b>New Clubs</b>       | 2                            | 0                            | 0                            |
|              |   | <b>Charter Members</b> | 45                           | 3                            | 1                            |
|              |   | <b>New Members</b>     | 332                          | 424                          | 291                          |
|              |   | <b>Drops</b>           | 345                          | 288                          | 240                          |
|              |   | <b>Net Growth</b>      | 71                           | 181                          | 83                           |
| <b>110</b>   | <b>Netherlands</b>                              | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |   | <b>Charter Members</b> | 1                            | 1                            | 0                            |
|              |   | <b>New Members</b>     | 153                          | 166                          | 122                          |
|              |   | <b>Drops</b>           | 135                          | 120                          | 117                          |
|              |   | <b>Net Growth</b>      | 42                           | 74                           | 18                           |
| <b>118</b>   | <b>Turkey</b>                                   | <b>New Clubs</b>       | 2                            | 1                            | 2                            |
|              |   | <b>Charter Members</b> | 60                           | 34                           | 62                           |
|              |   | <b>New Members</b>     | 143                          | 183                          | 142                          |
|              |   | <b>Drops</b>           | 85                           | 84                           | 111                          |
|              |   | <b>Net Growth</b>      | 126                          | 164                          | 115                          |
| <b>115</b>   | <b>Portugal</b>                                 | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |   | <b>Charter Members</b> | 2                            | 0                            | 0                            |
|              |   | <b>New Members</b>     | 50                           | 0                            | 0                            |
|              |   | <b>Drops</b>           | 59                           | 0                            | 0                            |
|              |   | <b>Net Growth</b>      | -5                           | 0                            | 0                            |
| <b>128</b>   | <b>Israel</b>                                   | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |   | <b>Charter Members</b> | 0                            | 1                            | 0                            |
|              |   | <b>New Members</b>     | 17                           | 32                           | 11                           |
|              |   | <b>Drops</b>           | 16                           | 9                            | 11                           |
|              |   | <b>Net Growth</b>      | 1                            | 26                           | 0                            |
| <b>133</b>   | <b>Northern Ireland<br/>Republic Of Ireland</b> | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |   | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |   | <b>New Members</b>     | 0                            | 29                           | 47                           |
|              |   | <b>Drops</b>           | 0                            | 44                           | 31                           |
|              |   | <b>Net Growth</b>      | 0                            | -14                          | 16                           |
| <b>Total</b> |   | <b>New Clubs</b>       | 4                            | 1                            | 2                            |
|              |   | <b>Charter Members</b> | 108                          | 39                           | 63                           |
|              |   | <b>New Members</b>     | 757                          | 834                          | 613                          |
|              |   | <b>Drops</b>           | 711                          | 553                          | 511                          |
|              |   | <b>Net Growth</b>      | 229                          | 423                          | 231                          |

### MD Wise Analysis

| MD    | GMT Area     | CA 4            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|-------|--------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| NA    | Undistricted | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |              | Charter Members | 1         | 0         | 0         | 0         | 0         |
|       |              | New Members     | 8         | 17        | 0         | 0         | 2         |
|       |              | Drops           | 50        | 16        | 0         | 0         | 4         |
|       |              | Net Growth      | -39       | 1         | 0         | 0         | -2        |
| 116   | Spain        | New Clubs       | 0         | 0         | 0         | 2         | 0         |
|       |              | Charter Members | 0         | 0         | 1         | 55        | 5         |
|       |              | New Members     | 0         | 0         | 90        | 84        | 84        |
|       |              | Drops           | 0         | 0         | 105       | 130       | 213       |
|       |              | Net Growth      | 0         | 0         | -4        | 13        | -90       |
| 103   | France       | New Clubs       | 8         | 4         | 0         | 0         | 9         |
|       |              | Charter Members | 184       | 100       | 0         | 0         | 208       |
|       |              | New Members     | 961       | 868       | 0         | 0         | 780       |
|       |              | Drops           | 1554      | 1438      | 0         | 0         | 1387      |
|       |              | Net Growth      | -201      | -269      | 0         | 0         | -201      |
| 115   | Portugal     | New Clubs       | 0         | 0         | 0         | 2         | 0         |
|       |              | Charter Members | 0         | 0         | 0         | 49        | 0         |
|       |              | New Members     | 0         | 0         | 90        | 113       | 0         |
|       |              | Drops           | 0         | 0         | 164       | 153       | 0         |
|       |              | Net Growth      | 0         | 0         | -67       | 18        | 0         |
| 112   | Belgium      | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |              | Charter Members | 1         | 5         | 0         | 0         | 1         |
|       |              | New Members     | 223       | 219       | 0         | 0         | 189       |
|       |              | Drops           | 265       | 286       | 0         | 0         | 343       |
|       |              | Net Growth      | -23       | -41       | 0         | 0         | -99       |
| 113   | Luxembourg   | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |              | Charter Members | 1         | 0         | 0         | 0         | 0         |
|       |              | New Members     | 8         | 30        | 0         | 0         | 21        |
|       |              | Drops           | 21        | 16        | 0         | 0         | 27        |
|       |              | Net Growth      | -12       | 15        | 0         | 0         | -5        |
| Total |              | New Clubs       | 8         | 4         | 0         | 4         | 9         |
|       |              | Charter Members | 187       | 105       | 1         | 104       | 214       |
|       |              | New Members     | 1200      | 1134      | 180       | 197       | 1076      |
|       |              | Drops           | 1890      | 1756      | 269       | 283       | 1974      |
|       |              | Net Growth      | -275      | -294      | -71       | 31        | -397      |

## January (Only) Results

| MD    | GMT Area     | CA 4            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-------|--------------|-----------------|--------|--------|--------|--------|
| NA    | Undistricted | New Clubs       | 0      | 0      | 0      | 0      |
|       |              | Charter Members | 0      | 0      | 0      | 0      |
|       |              | New Members     | 5      | 0      | 0      | 1      |
|       |              | Drops           | 6      | 0      | 0      | 4      |
|       |              | Net Growth      | -1     | 0      | 0      | -3     |
| 116   | Spain        | New Clubs       | 0      | 0      | 1      | 0      |
|       |              | Charter Members | 0      | 0      | 20     | 4      |
|       |              | New Members     | 0      | 32     | 17     | 26     |
|       |              | Drops           | 0      | 16     | 19     | 11     |
|       |              | Net Growth      | 0      | 16     | 19     | 29     |
| 103   | France       | New Clubs       | 2      | 0      | 0      | 5      |
|       |              | Charter Members | 46     | 0      | 0      | 111    |
|       |              | New Members     | 265    | 0      | 0      | 210    |
|       |              | Drops           | 201    | 0      | 0      | 201    |
|       |              | Net Growth      | 150    | 0      | 0      | 166    |
| 115   | Portugal     | New Clubs       | 0      | 0      | 0      | 0      |
|       |              | Charter Members | 0      | 0      | 0      | 0      |
|       |              | New Members     | 0      | 23     | 17     | 0      |
|       |              | Drops           | 0      | 32     | 32     | 0      |
|       |              | Net Growth      | 0      | -9     | -13    | 0      |
| 112   | Belgium      | New Clubs       | 0      | 0      | 0      | 0      |
|       |              | Charter Members | 0      | 0      | 0      | 0      |
|       |              | New Members     | 46     | 0      | 0      | 58     |
|       |              | Drops           | 40     | 0      | 0      | 54     |
|       |              | Net Growth      | 10     | 0      | 0      | 17     |
| 113   | Luxembourg   | New Clubs       | 0      | 0      | 0      | 0      |
|       |              | Charter Members | 0      | 0      | 0      | 0      |
|       |              | New Members     | 4      | 0      | 0      | 3      |
|       |              | Drops           | 0      | 0      | 0      | 3      |
|       |              | Net Growth      | 4      | 0      | 0      | 0      |
| Total |              | New Clubs       | 2      | 0      | 1      | 5      |
|       |              | Charter Members | 46     | 0      | 20     | 115    |
|       |              | New Members     | 320    | 55     | 34     | 298    |
|       |              | Drops           | 247    | 48     | 51     | 273    |
|       |              | Net Growth      | 163    | 7      | 6      | 209    |



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

| <b>MD</b>    | <b>GMT Area</b>     | <b>CA 4</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|---------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>NA</b>    | <b>Undistricted</b> | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                     | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                     | <b>New Members</b>     | 6                            | 0                            | 0                            |
|              |                     | <b>Drops</b>           | 10                           | 0                            | 0                            |
|              |                     | <b>Net Growth</b>      | -4                           | 0                            | 0                            |
| <b>116</b>   | <b>Spain</b>        | <b>New Clubs</b>       | 0                            | 1                            | 1                            |
|              |                     | <b>Charter Members</b> | 0                            | 20                           | 27                           |
|              |                     | <b>New Members</b>     | 0                            | 68                           | 41                           |
|              |                     | <b>Drops</b>           | 0                            | 48                           | 51                           |
|              |                     | <b>Net Growth</b>      | 0                            | 42                           | 26                           |
| <b>103</b>   | <b>France</b>       | <b>New Clubs</b>       | 2                            | 0                            | 0                            |
|              |                     | <b>Charter Members</b> | 49                           | 0                            | 0                            |
|              |                     | <b>New Members</b>     | 604                          | 0                            | 0                            |
|              |                     | <b>Drops</b>           | 504                          | 0                            | 0                            |
|              |                     | <b>Net Growth</b>      | 232                          | 0                            | 0                            |
| <b>115</b>   | <b>Portugal</b>     | <b>New Clubs</b>       | 0                            | 0                            | 1                            |
|              |                     | <b>Charter Members</b> | 0                            | 4                            | 21                           |
|              |                     | <b>New Members</b>     | 0                            | 47                           | 78                           |
|              |                     | <b>Drops</b>           | 0                            | 82                           | 71                           |
|              |                     | <b>Net Growth</b>      | 0                            | -6                           | 34                           |
| <b>112</b>   | <b>Belgium</b>      | <b>New Clubs</b>       | 3                            | 0                            | 0                            |
|              |                     | <b>Charter Members</b> | 71                           | 0                            | 0                            |
|              |                     | <b>New Members</b>     | 118                          | 0                            | 0                            |
|              |                     | <b>Drops</b>           | 126                          | 0                            | 0                            |
|              |                     | <b>Net Growth</b>      | 75                           | 0                            | 0                            |
| <b>113</b>   | <b>Luxembourg</b>   | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                     | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                     | <b>New Members</b>     | 9                            | 0                            | 0                            |
|              |                     | <b>Drops</b>           | 5                            | 0                            | 0                            |
|              |                     | <b>Net Growth</b>      | 4                            | 0                            | 0                            |
| <b>Total</b> |                     | <b>New Clubs</b>       | 5                            | 1                            | 2                            |
|              |                     | <b>Charter Members</b> | 120                          | 24                           | 48                           |
|              |                     | <b>New Members</b>     | 737                          | 115                          | 119                          |
|              |                     | <b>Drops</b>           | 645                          | 130                          | 122                          |
|              |                     | <b>Net Growth</b>      | 307                          | 36                           | 60                           |

### MD Wise Analysis

| MD    | GMT Area         | CA 4            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|-------|------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| NA    | Undistricted     | New Clubs       | 1         | 0         | 0         | 0         | 0         |
|       |                  | Charter Members | 46        | 2         | 0         | 0         | 0         |
|       |                  | New Members     | 18        | 20        | 0         | 1         | 18        |
|       |                  | Drops           | 53        | 77        | 0         | 0         | 65        |
|       |                  | Net Growth      | 25        | -53       | 0         | 1         | -45       |
| 103   | France           | New Clubs       | 0         | 0         | 4         | 2         | 0         |
|       |                  | Charter Members | 0         | 0         | 84        | 46        | 0         |
|       |                  | New Members     | 0         | 0         | 829       | 778       | 0         |
|       |                  | Drops           | 0         | 0         | 1520      | 1485      | 0         |
|       |                  | Net Growth      | 0         | 0         | -413      | -447      | 0         |
| 108   | Italy            | New Clubs       | 5         | 6         | 0         | 0         | 11        |
|       |                  | Charter Members | 149       | 171       | 0         | 0         | 285       |
|       |                  | New Members     | 1453      | 1577      | 0         | 0         | 1517      |
|       |                  | Drops           | 2241      | 2236      | 0         | 0         | 1903      |
|       |                  | Net Growth      | -441      | -251      | 0         | 0         | 105       |
| 115   | Portugal         | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |                  | Charter Members | 0         | 0         | 0         | 0         | 26        |
|       |                  | New Members     | 0         | 0         | 0         | 0         | 73        |
|       |                  | Drops           | 0         | 0         | 0         | 0         | 287       |
|       |                  | Net Growth      | 0         | 0         | 0         | 0         | -181      |
| 112   | Belgium          | New Clubs       | 0         | 0         | 1         | 1         | 0         |
|       |                  | Charter Members | 0         | 0         | 27        | 24        | 0         |
|       |                  | New Members     | 0         | 0         | 147       | 225       | 0         |
|       |                  | Drops           | 0         | 0         | 314       | 302       | 0         |
|       |                  | Net Growth      | 0         | 0         | -118      | -31       | 0         |
| 117   | Cyprus<br>Greece | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |                  | Charter Members | 17        | 5         | 0         | 0         | 5         |
|       |                  | New Members     | 62        | 71        | 0         | 0         | 69        |
|       |                  | Drops           | 271       | 155       | 0         | 0         | 177       |
|       |                  | Net Growth      | -184      | -73       | 0         | 0         | -95       |
| 113   | Luxembourg       | New Clubs       | 0         | 0         | 0         | 1         | 0         |
|       |                  | Charter Members | 0         | 0         | 0         | 23        | 0         |
|       |                  | New Members     | 0         | 0         | 17        | 37        | 0         |
|       |                  | Drops           | 0         | 0         | 20        | 36        | 0         |
|       |                  | Net Growth      | 0         | 0         | -3        | 24        | 0         |
| Total |                  | New Clubs       | 6         | 6         | 5         | 4         | 11        |
|       |                  | Charter Members | 212       | 178       | 111       | 93        | 316       |
|       |                  | New Members     | 1533      | 1668      | 993       | 1041      | 1677      |
|       |                  | Drops           | 2565      | 2468      | 1854      | 1823      | 2432      |
|       |                  | Net Growth      | -600      | -377      | -534      | -453      | -216      |

## January (Only) Results

| MD    | GMT Area         | CA 4            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-------|------------------|-----------------|--------|--------|--------|--------|
| NA    | Undistricted     | New Clubs       | 0      | 0      | 0      | 0      |
|       |                  | Charter Members | 0      | 0      | 0      | 0      |
|       |                  | New Members     | 0      | 0      | 1      | 4      |
|       |                  | Drops           | 6      | 0      | 0      | 11     |
|       |                  | Net Growth      | -6     | 0      | 1      | -7     |
| 103   | France           | New Clubs       | 0      | 1      | 1      | 0      |
|       |                  | Charter Members | 0      | 22     | 21     | 0      |
|       |                  | New Members     | 0      | 249    | 246    | 0      |
|       |                  | Drops           | 0      | 258    | 228    | 0      |
|       |                  | Net Growth      | 0      | 56     | 93     | 0      |
| 108   | Italy            | New Clubs       | 0      | 0      | 0      | 1      |
|       |                  | Charter Members | 5      | 0      | 0      | 28     |
|       |                  | New Members     | 428    | 0      | 0      | 414    |
|       |                  | Drops           | 279    | 0      | 0      | 287    |
|       |                  | Net Growth      | 193    | 0      | 0      | 183    |
| 115   | Portugal         | New Clubs       | 0      | 0      | 0      | 0      |
|       |                  | Charter Members | 0      | 0      | 0      | 24     |
|       |                  | New Members     | 0      | 0      | 0      | 24     |
|       |                  | Drops           | 0      | 0      | 0      | 34     |
|       |                  | Net Growth      | 0      | 0      | 0      | 15     |
| 112   | Belgium          | New Clubs       | 0      | 0      | 0      | 0      |
|       |                  | Charter Members | 0      | 1      | 1      | 0      |
|       |                  | New Members     | 0      | 46     | 74     | 0      |
|       |                  | Drops           | 0      | 36     | 49     | 0      |
|       |                  | Net Growth      | 0      | 12     | 29     | 0      |
| 117   | Cyprus<br>Greece | New Clubs       | 0      | 0      | 0      | 0      |
|       |                  | Charter Members | 1      | 0      | 0      | 0      |
|       |                  | New Members     | 27     | 0      | 0      | 9      |
|       |                  | Drops           | 10     | 0      | 0      | 13     |
|       |                  | Net Growth      | 19     | 0      | 0      | -2     |
| 113   | Luxembourg       | New Clubs       | 0      | 0      | 1      | 0      |
|       |                  | Charter Members | 0      | 0      | 23     | 0      |
|       |                  | New Members     | 0      | 5      | 16     | 0      |
|       |                  | Drops           | 0      | 6      | 11     | 0      |
|       |                  | Net Growth      | 0      | -1     | 28     | 0      |
| Total |                  | New Clubs       | 0      | 1      | 2      | 1      |
|       |                  | Charter Members | 6      | 23     | 45     | 52     |
|       |                  | New Members     | 455    | 300    | 337    | 451    |
|       |                  | Drops           | 295    | 300    | 288    | 345    |
|       |                  | Net Growth      | 206    | 67     | 151    | 189    |

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

| <b>MD</b>    | <b>GMT Area</b>          | <b>CA 4</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|--------------------------|------------------------|------------------------------|------------------------------|------------------------------|
| <b>NA</b>    | <b>Undistricted</b>      | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                          | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|              |                          | <b>New Members</b>     | 2                            | 6                            | 1                            |
|              |                          | <b>Drops</b>           | 10                           | 3                            | 0                            |
|              |                          | <b>Net Growth</b>      | -8                           | 3                            | 1                            |
| <b>103</b>   | <b>France</b>            | <b>New Clubs</b>       | 0                            | 3                            | 5                            |
|              |                          | <b>Charter Members</b> | 0                            | 65                           | 126                          |
|              |                          | <b>New Members</b>     | 0                            | 552                          | 537                          |
|              |                          | <b>Drops</b>           | 0                            | 552                          | 559                          |
|              |                          | <b>Net Growth</b>      | 0                            | 141                          | 215                          |
| <b>108</b>   | <b>Italy</b>             | <b>New Clubs</b>       | 2                            | 0                            | 0                            |
|              |                          | <b>Charter Members</b> | 72                           | 0                            | 0                            |
|              |                          | <b>New Members</b>     | 804                          | 0                            | 0                            |
|              |                          | <b>Drops</b>           | 659                          | 0                            | 0                            |
|              |                          | <b>Net Growth</b>      | 321                          | 0                            | 0                            |
| <b>112</b>   | <b>Belgium</b>           | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                          | <b>Charter Members</b> | 0                            | 6                            | 6                            |
|              |                          | <b>New Members</b>     | 0                            | 96                           | 139                          |
|              |                          | <b>Drops</b>           | 0                            | 105                          | 123                          |
|              |                          | <b>Net Growth</b>      | 0                            | 13                           | 39                           |
| <b>117</b>   | <b>Cyprus<br/>Greece</b> | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|              |                          | <b>Charter Members</b> | 10                           | 0                            | 0                            |
|              |                          | <b>New Members</b>     | 46                           | 0                            | 0                            |
|              |                          | <b>Drops</b>           | 54                           | 0                            | 0                            |
|              |                          | <b>Net Growth</b>      | 32                           | 0                            | 0                            |
| <b>113</b>   | <b>Luxembourg</b>        | <b>New Clubs</b>       | 0                            | 0                            | 1                            |
|              |                          | <b>Charter Members</b> | 0                            | 0                            | 23                           |
|              |                          | <b>New Members</b>     | 0                            | 8                            | 24                           |
|              |                          | <b>Drops</b>           | 0                            | 15                           | 15                           |
|              |                          | <b>Net Growth</b>      | 0                            | -6                           | 32                           |
| <b>Total</b> |                          | <b>New Clubs</b>       | 2                            | 3                            | 6                            |
|              |                          | <b>Charter Members</b> | 82                           | 71                           | 155                          |
|              |                          | <b>New Members</b>     | 852                          | 662                          | 701                          |
|              |                          | <b>Drops</b>           | 723                          | 675                          | 697                          |
|              |                          | <b>Net Growth</b>      | 345                          | 151                          | 287                          |

### MD Wise Analysis

| MD  | GMT Area                          | CA 4            | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|-----|-----------------------------------|-----------------|-----------|-----------|-----------|-----------|-----------|
| NA  | Undistricted                      | New Clubs       | 0         | 0         | 0         | 0         | 4         |
|     |                                   | Charter Members | 0         | 0         | 11        | 5         | 125       |
|     |                                   | New Members     | 0         | 0         | 15        | 30        | 51        |
|     |                                   | Drops           | 0         | 0         | 40        | 71        | 116       |
|     |                                   | Net Growth      | 0         | 0         | -3        | -34       | 84        |
| 108 | Italy                             | New Clubs       | 0         | 0         | 8         | 9         | 0         |
|     |                                   | Charter Members | 0         | 0         | 209       | 263       | 0         |
|     |                                   | New Members     | 0         | 0         | 1224      | 1492      | 0         |
|     |                                   | Drops           | 0         | 0         | 1917      | 1970      | 0         |
|     |                                   | Net Growth      | 0         | 0         | -304      | 32        | 0         |
| 117 | Cyprus<br>Greece                  | New Clubs       | 0         | 0         | 1         | 2         | 0         |
|     |                                   | Charter Members | 0         | 0         | 25        | 56        | 0         |
|     |                                   | New Members     | 0         | 0         | 71        | 104       | 0         |
|     |                                   | Drops           | 0         | 0         | 187       | 214       | 0         |
|     |                                   | Net Growth      | 0         | 0         | -73       | -23       | 0         |
| 119 | Hungary                           | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|     |                                   | Charter Members | 0         | 0         | 0         | 0         | 0         |
|     |                                   | New Members     | 32        | 24        | 0         | 0         | 0         |
|     |                                   | Drops           | 31        | 78        | 0         | 0         | 0         |
|     |                                   | Net Growth      | 2         | -53       | 0         | 0         | 0         |
| 121 | Poland                            | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|     |                                   | Charter Members | 9         | 22        | 0         | 0         | 0         |
|     |                                   | New Members     | 25        | 30        | 0         | 0         | 0         |
|     |                                   | Drops           | 63        | 82        | 0         | 0         | 0         |
|     |                                   | Net Growth      | -28       | -26       | 0         | 0         | 0         |
| 122 | Czech Republic<br>Slovak Republic | New Clubs       | 1         | 0         | 0         | 0         | 0         |
|     |                                   | Charter Members | 23        | 0         | 0         | 0         | 0         |
|     |                                   | New Members     | 24        | 16        | 0         | 0         | 0         |
|     |                                   | Drops           | 49        | 69        | 0         | 0         | 0         |
|     |                                   | Net Growth      | -2        | -53       | 0         | 0         | 0         |
| 123 | Russian Federation                | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|     |                                   | Charter Members | 0         | 0         | 0         | 0         | 0         |
|     |                                   | New Members     | 14        | 13        | 0         | 0         | 0         |
|     |                                   | Drops           | 21        | 12        | 0         | 0         | 0         |
|     |                                   | Net Growth      | -5        | 4         | 0         | 0         | 0         |
| 124 | Romania                           | New Clubs       | 1         | 1         | 0         | 0         | 0         |
|     |                                   | Charter Members | 29        | 24        | 0         | 0         | 0         |
|     |                                   | New Members     | 61        | 58        | 0         | 0         | 0         |
|     |                                   | Drops           | 90        | 84        | 0         | 0         | 0         |
|     |                                   | Net Growth      | 6         | 2         | 0         | 0         | 0         |
| 126 | Croatia                           | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|     |                                   | Charter Members | 4         | 0         | 0         | 0         | 0         |
|     |                                   | New Members     | 41        | 38        | 0         | 0         | 0         |
|     |                                   | Drops           | 97        | 38        | 0         | 0         | 0         |
|     |                                   | Net Growth      | -46       | 6         | 0         | 0         | 0         |
| 129 | Slovenia                          | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|     |                                   | Charter Members | 1         | 1         | 0         | 0         | 0         |
|     |                                   | New Members     | 33        | 38        | 0         | 0         | 0         |
|     |                                   | Drops           | 35        | 39        | 0         | 0         | 0         |
|     |                                   | Net Growth      | -1        | 0         | 0         | 0         | 0         |

|       |   |                 | 2015-2016 | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 |
|-------|---|-----------------|-----------|-----------|-----------|-----------|-----------|
| 130   | Bulgaria  | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |   | Charter Members | 0         | 1         | 0         | 0         | 0         |
|       |   | New Members     | 28        | 29        | 0         | 0         | 0         |
|       |   | Drops           | 62        | 60        | 0         | 0         | 0         |
|       |   | Net Growth      | -34       | -30       | 0         | 0         | 0         |
| 131   | Lithuania   | New Clubs       | 0         | 0         | 0         | 0         | 0         |
|       |   | Charter Members | 0         | 0         | 0         | 0         | 0         |
|       |   | New Members     | 11        | 12        | 0         | 0         | 0         |
|       |   | Drops           | 20        | 21        | 0         | 0         | 0         |
|       |   | Net Growth      | -9        | -9        | 0         | 0         | 0         |
| 132   | Macedonia (Fyrom)<br>Republic Of North<br>Macedonia | New Clubs       | 2         | 1         | 0         | 0         | 0         |
|       |   | Charter Members | 53        | 21        | 0         | 0         | 0         |
|       |   | New Members     | 31        | 42        | 0         | 0         | 0         |
|       |   | Drops           | 94        | 92        | 0         | 0         | 0         |
|       |   | Net Growth      | 2         | -27       | 0         | 0         | 0         |
| 134   | Ukraine   | New Clubs       | 0         | 0         | 0         | 0         | 1         |
|       |   | Charter Members | 0         | 0         | 0         | 0         | 22        |
|       |   | New Members     | 0         | 0         | 0         | 0         | 0         |
|       |   | Drops           | 0         | 0         | 0         | 0         | 3         |
|       |   | Net Growth      | 0         | 0         | 0         | 0         | 19        |
| Total |   | New Clubs       | 4         | 2         | 9         | 11        | 5         |
|       |   | Charter Members | 119       | 69        | 245       | 324       | 147       |
|       |   | New Members     | 300       | 300       | 1310      | 1626      | 51        |
|       |   | Drops           | 562       | 575       | 2144      | 2255      | 119       |
|       |   | Net Growth      | -115      | -186      | -380      | -25       | 103       |

## January (Only) Results

| MD  | GMT Area                          | CA 4            | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-----|-----------------------------------|-----------------|--------|--------|--------|--------|
| NA  | Undistricted                      | New Clubs       | 0      | 0      | 0      | 1      |
|     |                                   | Charter Members | 0      | 0      | 3      | 46     |
|     |                                   | New Members     | 0      | 1      | 10     | 12     |
|     |                                   | Drops           | 0      | 9      | 17     | 22     |
|     |                                   | Net Growth      | 0      | -7     | -3     | 36     |
| 108 | Italy                             | New Clubs       | 0      | 2      | 1      | 0      |
|     |                                   | Charter Members | 0      | 46     | 24     | 0      |
|     |                                   | New Members     | 0      | 382    | 417    | 0      |
|     |                                   | Drops           | 0      | 243    | 242    | 0      |
|     |                                   | Net Growth      | 0      | 215    | 229    | 0      |
| 117 | Cyprus<br>Greece                  | New Clubs       | 0      | 0      | 0      | 0      |
|     |                                   | Charter Members | 0      | 3      | 2      | 0      |
|     |                                   | New Members     | 0      | 21     | 31     | 0      |
|     |                                   | Drops           | 0      | 12     | 19     | 0      |
|     |                                   | Net Growth      | 0      | 15     | 35     | 0      |
| 119 | Hungary                           | New Clubs       | 0      | 0      | 0      | 0      |
|     |                                   | Charter Members | 0      | 0      | 0      | 0      |
|     |                                   | New Members     | 3      | 0      | 0      | 0      |
|     |                                   | Drops           | 10     | 0      | 0      | 0      |
|     |                                   | Net Growth      | -7     | 0      | 0      | 0      |
| 121 | Poland                            | New Clubs       | 0      | 0      | 0      | 0      |
|     |                                   | Charter Members | 1      | 0      | 0      | 0      |
|     |                                   | New Members     | 6      | 0      | 0      | 0      |
|     |                                   | Drops           | 8      | 0      | 0      | 0      |
|     |                                   | Net Growth      | -1     | 0      | 0      | 0      |
| 122 | Czech Republic<br>Slovak Republic | New Clubs       | 0      | 0      | 0      | 0      |
|     |                                   | Charter Members | 0      | 0      | 0      | 0      |
|     |                                   | New Members     | 7      | 0      | 0      | 0      |
|     |                                   | Drops           | 21     | 0      | 0      | 0      |
|     |                                   | Net Growth      | -14    | 0      | 0      | 0      |
| 123 | Russian Federation                | New Clubs       | 0      | 0      | 0      | 0      |
|     |                                   | Charter Members | 0      | 0      | 0      | 0      |
|     |                                   | New Members     | 2      | 0      | 0      | 0      |
|     |                                   | Drops           | 2      | 0      | 0      | 0      |
|     |                                   | Net Growth      | 2      | 0      | 0      | 0      |
| 124 | Romania                           | New Clubs       | 1      | 0      | 0      | 0      |
|     |                                   | Charter Members | 20     | 0      | 0      | 0      |
|     |                                   | New Members     | 8      | 0      | 0      | 0      |
|     |                                   | Drops           | 13     | 0      | 0      | 0      |
|     |                                   | Net Growth      | 15     | 0      | 0      | 0      |
| 126 | Croatia                           | New Clubs       | 0      | 0      | 0      | 0      |
|     |                                   | Charter Members | 0      | 0      | 0      | 0      |
|     |                                   | New Members     | 7      | 0      | 0      | 0      |
|     |                                   | Drops           | 4      | 0      | 0      | 0      |
|     |                                   | Net Growth      | 3      | 0      | 0      | 0      |

|       |   |                 | Jan-17 | Jan-18 | Jan-19 | Jan-20 |
|-------|---|-----------------|--------|--------|--------|--------|
| 129   | Slovenia  | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 3      | 0      | 0      | 0      |
|       |   | Drops           | 6      | 0      | 0      | 0      |
|       |   | Net Growth      | -3     | 0      | 0      | 0      |
| 130   | Bulgaria  | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 19     | 0      | 0      | 0      |
|       |   | Drops           | 29     | 0      | 0      | 0      |
|       |   | Net Growth      | -10    | 0      | 0      | 0      |
| 131   | Lithuania   | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 4      | 0      | 0      | 0      |
|       |   | Drops           | 3      | 0      | 0      | 0      |
|       |   | Net Growth      | 1      | 0      | 0      | 0      |
| 132   | Macedonia (Fyrom)<br>Republic Of North<br>Macedonia | New Clubs       | 0      | 0      | 0      | 0      |
|       |   | Charter Members | 0      | 0      | 0      | 0      |
|       |   | New Members     | 13     | 0      | 0      | 0      |
|       |   | Drops           | 13     | 0      | 0      | 0      |
|       |   | Net Growth      | 0      | 0      | 0      | 0      |
| Total |   | New Clubs       | 1      | 2      | 1      | 1      |
|       |   | Charter Members | 21     | 49     | 29     | 46     |
|       |   | New Members     | 72     | 404    | 458    | 12     |
|       |   | Drops           | 109    | 264    | 278    | 22     |
|       |   | Net Growth      | -14    | 223    | 261    | 36     |



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

| <b>MD</b>  | <b>GMT Area</b>                           | <b>CA 4</b>            | <b>2016-2017<br/>3rd Qtr</b> | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|------------|---|------------------------|------------------------------|------------------------------|------------------------------|
| <b>NA</b>  | <b>Undistricted</b>                       | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|            |   | <b>Charter Members</b> | 0                            | 36                           | 3                            |
|            |   | <b>New Members</b>     | 0                            | 14                           | 11                           |
|            |   | <b>Drops</b>           | 0                            | 15                           | 22                           |
|            |   | <b>Net Growth</b>      | 0                            | 37                           | -7                           |
| <b>108</b> | <b>Italy</b>                              | <b>New Clubs</b>       | 0                            | 5                            | 4                            |
|            |   | <b>Charter Members</b> | 0                            | 121                          | 93                           |
|            |   | <b>New Members</b>     | 0                            | 788                          | 811                          |
|            |   | <b>Drops</b>           | 0                            | 565                          | 607                          |
|            |   | <b>Net Growth</b>      | 0                            | 407                          | 365                          |
| <b>117</b> | <b>Cyprus<br/>Greece</b>                  | <b>New Clubs</b>       | 0                            | 1                            | 0                            |
|            |   | <b>Charter Members</b> | 0                            | 30                           | 13                           |
|            |   | <b>New Members</b>     | 0                            | 46                           | 73                           |
|            |   | <b>Drops</b>           | 0                            | 40                           | 56                           |
|            |   | <b>Net Growth</b>      | 0                            | 42                           | 59                           |
| <b>119</b> | <b>Hungary</b>                            | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|            |   | <b>Charter Members</b> | 2                            | 0                            | 0                            |
|            |   | <b>New Members</b>     | 3                            | 0                            | 0                            |
|            |   | <b>Drops</b>           | 27                           | 0                            | 0                            |
|            |   | <b>Net Growth</b>      | -8                           | 0                            | 0                            |
| <b>121</b> | <b>Poland</b>                             | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|            |   | <b>Charter Members</b> | 10                           | 0                            | 0                            |
|            |   | <b>New Members</b>     | 23                           | 0                            | 0                            |
|            |   | <b>Drops</b>           | 19                           | 0                            | 0                            |
|            |   | <b>Net Growth</b>      | 19                           | 0                            | 0                            |
| <b>122</b> | <b>Czech Republic<br/>Slovak Republic</b> | <b>New Clubs</b>       | 1                            | 0                            | 0                            |
|            |   | <b>Charter Members</b> | 20                           | 0                            | 0                            |
|            |   | <b>New Members</b>     | 11                           | 0                            | 0                            |
|            |   | <b>Drops</b>           | 54                           | 0                            | 0                            |
|            |   | <b>Net Growth</b>      | -23                          | 0                            | 0                            |
| <b>123</b> | <b>Russian Federation</b>                 | <b>New Clubs</b>       | 0                            | 0                            | 0                            |
|            |   | <b>Charter Members</b> | 0                            | 0                            | 0                            |
|            |   | <b>New Members</b>     | 6                            | 0                            | 0                            |
|            |   | <b>Drops</b>           | 5                            | 0                            | 0                            |
|            |   | <b>Net Growth</b>      | 3                            | 0                            | 0                            |
| <b>124</b> | <b>Romania</b>                            | <b>New Clubs</b>       | 1                            | 0                            | 0                            |
|            |   | <b>Charter Members</b> | 20                           | 0                            | 0                            |
|            |   | <b>New Members</b>     | 19                           | 0                            | 0                            |
|            |   | <b>Drops</b>           | 22                           | 0                            | 0                            |
|            |   | <b>Net Growth</b>      | 17                           | 0                            | 0                            |
| <b>126</b> | <b>Croatia</b>                            | <b>New Clubs</b>       | 1                            | 0                            | 0                            |
|            |   | <b>Charter Members</b> | 30                           | 0                            | 0                            |
|            |   | <b>New Members</b>     | 21                           | 0                            | 0                            |
|            |   | <b>Drops</b>           | 20                           | 0                            | 0                            |
|            |   | <b>Net Growth</b>      | 33                           | 0                            | 0                            |

|              |   |                        | 2016-2017<br>3rd Qtr | 2017-2018<br>3rd Qtr | 2018-2019<br>3rd Qtr |
|--------------|---|------------------------|----------------------|----------------------|----------------------|
| 129          | Slovenia  | New Clubs              | 1                    | 0                    | 0                    |
|              |   | Charter Members        | 22                   | 0                    | 0                    |
|              |   | New Members            | 27                   | 0                    | 0                    |
|              |   | Drops                  | 21                   | 0                    | 0                    |
|              |   | Net Growth             | 28                   | 0                    | 0                    |
| 130          | Bulgaria  | New Clubs              | 0                    | 0                    | 0                    |
|              |   | Charter Members        | 1                    | 0                    | 0                    |
|              |   | New Members            | 24                   | 0                    | 0                    |
|              |   | Drops                  | 34                   | 0                    | 0                    |
|              |   | Net Growth             | -9                   | 0                    | 0                    |
| 131          | Lithuania   | New Clubs              | 0                    | 0                    | 0                    |
|              |   | Charter Members        | 0                    | 0                    | 0                    |
|              |   | New Members            | 6                    | 0                    | 0                    |
|              |   | Drops                  | 7                    | 0                    | 0                    |
|              |   | Net Growth             | 0                    | 0                    | 0                    |
| 132          | Macedonia (Fyrom)<br>Republic Of North<br>Macedonia | New Clubs              | 0                    | 0                    | 0                    |
|              |   | Charter Members        | 0                    | 0                    | 0                    |
|              |   | New Members            | 30                   | 0                    | 0                    |
|              |   | Drops                  | 30                   | 0                    | 0                    |
|              |   | Net Growth             | 0                    | 0                    | 0                    |
| <b>Total</b> |   | <b>New Clubs</b>       | <b>4</b>             | <b>7</b>             | <b>4</b>             |
|              |   | <b>Charter Members</b> | <b>105</b>           | <b>187</b>           | <b>109</b>           |
|              |   | <b>New Members</b>     | <b>170</b>           | <b>848</b>           | <b>895</b>           |
|              |   | <b>Drops</b>           | <b>239</b>           | <b>620</b>           | <b>685</b>           |
|              |   | <b>Net Growth</b>      | <b>60</b>            | <b>486</b>           | <b>417</b>           |

### MD Wise Analysis

| <b>MD</b>    | <b>GMT Area</b>     | <b>CA 4</b>            | <b>2017-2018</b> | <b>2018-2019</b> |
|--------------|---------------------|------------------------|------------------|------------------|
| <b>NA</b>    | <b>Undistricted</b> | <b>New Clubs</b>       | 2                | 4                |
|              |                     | <b>Charter Members</b> | 63               | 87               |
|              |                     | <b>New Members</b>     | 97               | 45               |
|              |                     | <b>Drops</b>           | 169              | 204              |
|              |                     | <b>Net Growth</b>      | -7               | -68              |
| <b>134</b>   | <b>Ukraine</b>      | <b>New Clubs</b>       | 0                | 3                |
|              |                     | <b>Charter Members</b> | 0                | 69               |
|              |                     | <b>New Members</b>     | 0                | 15               |
|              |                     | <b>Drops</b>           | 0                | 32               |
|              |                     | <b>Net Growth</b>      | 0                | 53               |
| <b>Total</b> |                     | <b>New Clubs</b>       | 2                | 7                |
|              |                     | <b>Charter Members</b> | 63               | 156              |
|              |                     | <b>New Members</b>     | 97               | 60               |
|              |                     | <b>Drops</b>           | 169              | 236              |
|              |                     | <b>Net Growth</b>      | -7               | -15              |

## January (Only) Results

| <b>MD</b>    | <b>GMT Area</b>     | <b>CA 4</b>            | <b>Jan-18</b> | <b>Jan-19</b> |
|--------------|---------------------|------------------------|---------------|---------------|
| <b>NA</b>    | <b>Undistricted</b> | <b>New Clubs</b>       | 0             | 0             |
|              |                     | <b>Charter Members</b> | 1             | 3             |
|              |                     | <b>New Members</b>     | 33            | 5             |
|              |                     | <b>Drops</b>           | 4             | 18            |
|              |                     | <b>Net Growth</b>      | 32            | -8            |
| <b>134</b>   | <b>Ukraine</b>      | <b>New Clubs</b>       | 0             | 1             |
|              |                     | <b>Charter Members</b> | 0             | 25            |
|              |                     | <b>New Members</b>     | 0             | 3             |
|              |                     | <b>Drops</b>           | 0             | 7             |
|              |                     | <b>Net Growth</b>      | 0             | 21            |
| <b>Total</b> |                     | <b>New Clubs</b>       | 0             | 1             |
|              |                     | <b>Charter Members</b> | 1             | 28            |
|              |                     | <b>New Members</b>     | 33            | 8             |
|              |                     | <b>Drops</b>           | 4             | 25            |
|              |                     | <b>Net Growth</b>      | 32            | 13            |

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

| <b>MD</b>    | <b>GMT Area</b>     | <b>CA 4</b>            | <b>2017-2018<br/>3rd Qtr</b> | <b>2018-2019<br/>3rd Qtr</b> |
|--------------|---------------------|------------------------|------------------------------|------------------------------|
| <b>NA</b>    | <b>Undistricted</b> | <b>New Clubs</b>       | 1                            | 1                            |
|              |                     | <b>Charter Members</b> | 24                           | 52                           |
|              |                     | <b>New Members</b>     | 54                           | 17                           |
|              |                     | <b>Drops</b>           | 22                           | 24                           |
|              |                     | <b>Net Growth</b>      | 58                           | 56                           |
| <b>134</b>   | <b>Ukraine</b>      | <b>New Clubs</b>       | 0                            | 1                            |
|              |                     | <b>Charter Members</b> | 0                            | 25                           |
|              |                     | <b>New Members</b>     | 0                            | 7                            |
|              |                     | <b>Drops</b>           | 0                            | 16                           |
|              |                     | <b>Net Growth</b>      | 0                            | 16                           |
| <b>Total</b> |                     | <b>New Clubs</b>       | 1                            | 2                            |
|              |                     | <b>Charter Members</b> | 24                           | 77                           |
|              |                     | <b>New Members</b>     | 54                           | 24                           |
|              |                     | <b>Drops</b>           | 22                           | 40                           |
|              |                     | <b>Net Growth</b>      | 58                           | 72                           |

