### **MD ANALYSIS**

#### **CA 2 April Analysis**

### **GAT Constitutional Area 2 Leader: Open**

#### July 2020 to April 2021 (10 months) Results

| CA 2                   | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 | 2020-2021 |
|------------------------|-----------|-----------|-----------|-----------|-----------|
| New Clubs              | 9         | 8         | 10        | 8         | 22        |
| <b>Charter Members</b> | 255       | 239       | 349       | 256       | 658       |
| New Members            | 2892      | 2762      | 2633      | 1770      | 1720      |
| Drops                  | 3890      | 3954      | 3093      | 2441      | 3061      |
| Net Growth             | -347      | -527      | 244       | -125      | -385      |

#### **April (Only Results)**

| Apr-18 | Apr-19                | Apr-20                             | Apr-21   |
|--------|-----------------------|------------------------------------|--|
| 2      | 0                     | 0                                  | 2  |
| 54     | 23                    | 3                                  | 66   |
| 373    | 434                   | 113                                | 168  |
| 322    | 275                   | 179                                | 244  |
| 131    | 212                   | -28                                | 5  |
|        | 2<br>54<br>373<br>322 | 2 0<br>54 23<br>373 434<br>322 275 | 2 0 0<br>54 23 3<br>373 434 113<br>322 275 179 |

#### **Statement for 4th Quarter Results(previous 3 years)**

| CA 2                   | 2017-2018<br>4th Qtr | 2018-2019<br>4th Qtr | 2019-2020<br>4th Qtr |
|------------------------|----------------------|----------------------|----------------------|
| New Clubs              | 8                    | 5                    | 2                    |
| <b>Charter Members</b> | 218                  | 180                  | 102                  |
| New Members            | 1404                 | 1018                 | 273                  |
| Drops                  | 2239                 | 1660                 | 1351                 |
| Net Growth             | -481                 | -338                 | -862                 |

| MD    | GMT Area              | CA 2                   | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 | 2020-2021 |
|-------|-----------------------|------------------------|-----------|-----------|-----------|-----------|-----------|
| 5     |                       | New Clubs              | 0         | 0         | 0         | 0         | 0         |
|       |                       | Charter Members        | 2         | 0         | 0         | 0         | 0         |
|       | Saskatchewan          | New Members            | 211       | 222       | 153       | 0         | 0         |
|       |                       | Drops                  | 188       | 316       | 225       | 0         | 0         |
|       |                       | Net Growth             | 38        | -70       | -56       | 0         | 0         |
| 5M    |                       | New Clubs              | 2         | 0         | 1         | 0         | 0         |
|       |                       | Charter Members        | 54        | 4         | 25        | 0         | 0         |
|       | Manitoba              | New Members            | 240       | 212       | 302       | 0         | 0         |
|       | Minnesota             | Drops                  | 324       | 390       | 272       | 0         | 0         |
|       | Ontario               | Net Growth             | -6        | -139      | 74        | 0         | 0         |
| 19    |                       | New Clubs              | 0         | 1         | 1         | 2         | 2         |
|       |                       | Charter Members        | 5         | 27        | 29        | 46        | 51        |
|       | British Columbia      | New Members            | 494       | 412       | 354       | 302       | 146       |
|       | Washington            | Drops                  | 704       | 621       | 414       | 386       | 425       |
|       |                       | Net Growth             | -114      | -104      | 24        | 11        | -188      |
| 49    |                       | New Clubs              | 0         | 0         | 0         | 0         | 0         |
|       |                       | <b>Charter Members</b> | 0         | 0         | 0         | 0         | 0         |
|       | Alaska                | New Members            | 0         | 0         | 0         | 170       | 0         |
|       | British Columbia      | Drops                  | 0         | 0         | 0         | 229       | 0         |
|       | Yukon Territory       | Net Growth             | 0         | 0         | 0         | -39       | 0         |
| С     |                       | New Clubs              | 1         | 1         | 0         | 0         | 0         |
|       |                       | Charter Members        | 31        | 36        | 6         | 0         | 0         |
|       | Alberta               | New Members            | 275       | 280       | 238       | 0         | 0         |
|       | British Columbia      | Drops                  | 449       | 505       | 348       | 0         | 0         |
|       | Northwest Territories | Net Growth             | -105      | -149      | -66       | 0         | 0         |
| Total |                       | New Clubs              | 3         | 2         | 2         | 2         | 2         |
|       |                       | Charter Members        | 92        | 67        | 60        | 46        | 51        |
|       |                       | New Members            | 1220      | 1126      | 1047      | 472       | 146       |
|       |                       | Drops                  | 1665      | 1832      | 1259      | 615       | 425       |
|       |                       | Net Growth             | -187      | -462      | -24       | -28       | -188      |

# April (Only) Results

| MD    | GMT Area   | CA 2   | Apr-18                      | Apr-19                     | Apr-20                   | Apr-21                    |
|-------|--|--|-----------------------------|----------------------------|--------------------------|---------------------------|
| 5     | Saskatchewan   | New Clubs<br>Charter Members<br>New Members                        | 0<br>0<br>23                | 0<br>0<br>27               | 0<br>0<br>0              | 0<br>0<br>0               |
|       |  | Drops<br>Net Growth  | 45<br>-21                   | 19<br>8                    | 0                        | 0                         |
| 5M    | Manitoba<br>Minnesota<br>Ontario                     | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 0<br>0<br>29<br>25<br>4     | 0<br>1<br>72<br>29<br>48   | 0<br>0<br>0<br>0         | 0<br>0<br>0<br>0          |
| 19    | British Columbia<br>Washington                       | New Clubs Charter Members New Members Drops Net Growth             | 0<br>4<br>41<br>44<br>8     | 0<br>1<br>60<br>35<br>30   | 0<br>0<br>5<br>24<br>-15 | 0<br>0<br>14<br>30<br>-14 |
| 49    | Alaska<br>British Columbia<br>Yukon Territory        | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 0<br>0<br>0<br>0            | 0<br>0<br>0<br>0           | 0<br>0<br>44<br>3<br>41  | 0<br>0<br>0<br>0          |
| С     | Alberta<br>British Columbia<br>Northwest Territories | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 0<br>2<br>51<br>57<br>-3    | 0<br>0<br>28<br>36<br>-8   | 0<br>0<br>0<br>0         | 0<br>0<br>0<br>0          |
| Total |  | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 0<br>6<br>144<br>171<br>-12 | 0<br>2<br>187<br>119<br>78 | 0<br>0<br>49<br>27<br>26 | 0<br>0<br>14<br>30<br>-14 |

# Statement for 4th Quarter Results (previous 3 years)

| MD    | GMT Area   | CA 2   | 2017-2018<br>4th Qtr          | 2018-2019<br>4th Qtr         | 2019-2020<br>4th Qtr          |
|-------|--|--|-------------------------------|------------------------------|-------------------------------|
| 5     | Saskatchewan   | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 0<br>0<br>56<br>160<br>-94    | 1<br>24<br>53<br>76<br>3     | 0<br>0<br>0<br>0              |
| 5M    | Manitoba<br>Minnesota<br>Ontario                     | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 0<br>0<br>108<br>247<br>-129  | 1<br>25<br>144<br>135<br>48  | 0<br>0<br>0<br>0<br>0         |
| 19    | British Columbia<br>Washington                       | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 1<br>29<br>191<br>346<br>-104 | 1<br>36<br>128<br>264<br>-72 | 1<br>23<br>20<br>173<br>-115  |
| 49    | Alaska<br>British Columbia<br>Yukon Territory        | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 0<br>0<br>0<br>0              | 0<br>0<br>0<br>0             | 0<br>0<br>84<br>83<br>3       |
| С     | Alberta<br>British Columbia<br>Northwest Territories | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 0<br>3<br>132<br>210<br>-62   | 0<br>0<br>77<br>139<br>-59   | 0<br>0<br>0<br>0              |
| Total |  | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 1<br>32<br>487<br>963<br>-389 | 3<br>85<br>402<br>614<br>-80 | 1<br>23<br>104<br>256<br>-112 |

| MD    | GMT Area | CA 2                   | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 | 2020-2021 |
|-------|----------|------------------------|-----------|-----------|-----------|-----------|-----------|
| Α     |          | New Clubs              | 4         | 2         | 2         | 4         | 11        |
|       |          | <b>Charter Members</b> | 109       | 77        | 75        | 156       | 330       |
|       | Ontario  | <b>New Members</b>     | 849       | 892       | 885       | 745       | 761       |
|       | Quebec   | Drops                  | 1347      | 1204      | 1003      | 1005      | 1117      |
|       |          | Net Growth             | -261      | -110      | 107       | 35        | 112       |
| N     |          | New Clubs              | 1         | 2         | 4         | 2         | 5         |
|       |          | Charter Members        | 25        | 48        | 140       | 52        | 120       |
|       | Various  | New Members            | 532       | 482       | 465       | 361       | 261       |
|       |          | Drops                  | 525       | 536       | 568       | 523       | 516       |
|       |          | Net Growth             | 103       | 69        | 82        | -67       | -110      |
| Total |          | New Clubs              | 5         | 4         | 6         | 6         | 16        |
|       |          | <b>Charter Members</b> | 134       | 125       | 215       | 208       | 450       |
|       |          | <b>New Members</b>     | 1381      | 1374      | 1350      | 1106      | 1022      |
|       |          | Drops                  | 1872      | 1740      | 1571      | 1528      | 1633      |
|       |          | Net Growth             | -158      | -41       | 189       | -32       | 2         |

# April (Only) Results

| MD    | GMT Area | CA 2                   | Apr-18 | Apr-19 | Apr-20 | Apr-21 |
|-------|----------|------------------------|--------|--------|--------|--------|
| Α     |          | New Clubs              | 0      | 0      | 0      | 1      |
|       |          | Charter Members        | 1      | 2      | 3      | 32     |
|       | Ontario  | New Members            | 116    | 143    | 37     | 78     |
|       | Quebec   | Drops                  | 106    | 93     | 101    | 73     |
|       |          | Net Growth             | 19     | 68     | -33    | 44     |
| N     |          | New Clubs              | 1      | 0      | 0      | 0      |
|       |          | <b>Charter Members</b> | 24     | 0      | 0      | 4      |
|       | Various  | New Members            | 73     | 66     | 24     | 29     |
|       |          | Drops                  | 19     | 43     | 29     | 81     |
|       |          | Net Growth             | 85     | 27     | -4     | -47    |
| Total |          | New Clubs              | 1      | 0      | 0      | 1      |
|       |          | Charter Members        | 25     | 2      | 3      | 36     |
|       |          | New Members            | 189    | 209    | 61     | 107    |
|       |          | Drops                  | 125    | 136    | 130    | 154    |
|       |          | Net Growth             | 104    | 95     | -37    | -3     |

# Statement for 4th Quarter Results (previous 3 years)

| MD    | GMT Area | CA 2                   | 2017-2018<br>4th Qtr | 2018-2019<br>4th Qtr | 2019-2020<br>4th Qtr |
|-------|----------|------------------------|----------------------|----------------------|----------------------|
| Α     |          | New Clubs              | 3                    | 0                    | 0                    |
|       |          | <b>Charter Members</b> | 87                   | 5                    | 56                   |
|       | Ontario  | New Members            | 528                  | 354                  | 80                   |
|       | Quebec   | Drops                  | 828                  | 617                  | 721                  |
|       |          | Net Growth             | -162                 | -212                 | -503                 |
| N     |          | New Clubs              | 3                    | 0                    | 0                    |
|       |          | <b>Charter Members</b> | 76                   | 1                    | 1                    |
|       | Various  | New Members            | 226                  | 152                  | 41                   |
|       |          | Drops                  | 212                  | 227                  | 128                  |
|       |          | Net Growth             | 110                  | -58                  | -81                  |
| Total |          | New Clubs              | 6                    | 0                    | 0                    |
|       |          | <b>Charter Members</b> | 163                  | 6                    | 57                   |
|       |          | New Members            | 754                  | 506                  | 121                  |
|       |          | Drops                  | 1040                 | 844                  | 849                  |
|       |          | Net Growth             | -52                  | -270                 | -584                 |

| MD    | GMT Area        | CA 2                   | 2016-2017 | 2017-2018 | 2018-2019 | 2019-2020 | 2020-2021 |
|-------|-----------------|------------------------|-----------|-----------|-----------|-----------|-----------|
| U     |                 | New Clubs              | 1         | 2         | 2         | 0         | 1         |
|       |                 | <b>Charter Members</b> | 29        | 47        | 74        | 2         | 27        |
|       | Quebec          | New Members            | 291       | 262       | 236       | 192       | 147       |
|       | St Pierre & Miq | Drops                  | 353       | 382       | 263       | 298       | 242       |
|       |                 | Net Growth             | -2        | -24       | 79        | -65       | -55       |
| Total |                 | New Clubs              | 1         | 2         | 2         | 0         | 1         |
|       |                 | <b>Charter Members</b> | 29        | 47        | 74        | 2         | 27        |
|       |                 | New Members            | 291       | 262       | 236       | 192       | 147       |
|       |                 | Drops                  | 353       | 382       | 263       | 298       | 242       |
|       |                 | Net Growth             | -2        | -24       | 79        | -65       | -55       |

# April (Only) Results

| MD    | GMT Area        | CA 2                   | Apr-18 | Apr-19 | Apr-20 | Apr-21 |
|-------|-----------------|------------------------|--------|--------|--------|--------|
| U     |                 | New Clubs              | 1      | 0      | 0      | 0      |
|       |                 | <b>Charter Members</b> | 23     | 19     | 0      | 1      |
|       | Quebec          | New Members            | 40     | 38     | 3      | 9      |
|       | St Pierre & Miq | Drops                  | 26     | 20     | 22     | 12     |
|       |                 | Net Growth             | 39     | 39     | -17    | -1     |
| Total |                 | New Clubs              | 1      | 0      | 0      | 0      |
|       |                 | <b>Charter Members</b> | 23     | 19     | 0      | 1      |
|       |                 | New Members            | 40     | 38     | 3      | 9      |
|       |                 | Drops                  | 26     | 20     | 22     | 12     |
|       |                 | Net Growth             | 39     | 39     | -17    | -1     |

# Statement for 4th Quarter Results (previous 3 years)

| MD    | GMT Area        | CA 2   | 2017-2018<br>4th Qtr         | 2018-2019<br>4th Qtr        | 2019-2020<br>4th Qtr         |
|-------|-----------------|--|------------------------------|-----------------------------|------------------------------|
| U     | Quebec          | New Clubs<br>Charter Members<br>New Members                        | 1<br>23<br>163               | 2<br>89<br>110              | 1<br>22<br>48                |
|       | St Pierre & Miq | Drops<br>Net Growth  | 236<br>-40                   | 202<br>12                   | 246<br>-166                  |
| Total |                 | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 1<br>23<br>163<br>236<br>-40 | 2<br>89<br>110<br>202<br>12 | 1<br>22<br>48<br>246<br>-166 |

| MD    | GMT Area   | CA 2   | 2020-2021                      |
|-------|--|--|--------------------------------|
| 5     | Saskatchewan   | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 0<br>0<br>139<br>181<br>-32    |
| 5M    | Manitoba<br>Minnesota<br>Ontario                     | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 2<br>96<br>105<br>190<br>39    |
| С     | Alberta<br>British Columbia<br>Northwest Territories | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 1<br>34<br>160<br>385<br>-147  |
| Total |  | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 3<br>130<br>404<br>756<br>-140 |

| MD    | GMT Area                                      | CA 2   | 2020-2021              |
|-------|---|--|------------------------|
| 49    | Alaska<br>British Columbia<br>Yukon Territory | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 0<br>0<br>1<br>5<br>-4 |
| Total |   | New Clubs<br>Charter Members<br>New Members<br>Drops<br>Net Growth | 0<br>0<br>1<br>5<br>-4 |