

MD ANALYSIS

CA 1 June Analysis

GAT Constitutional Area 1 Leader: Open

July 2020 to June 2021 (12 months) Results

CA 1	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
New Clubs	185	143	89	76	132
Charter Members	5611	4440	2841	2521	3873
New Members	31239	29917	25303	19448	18856
Drops	42409	49268	41015	36779	36885
Net Growth	-1939	-11137	-9358	-11689	-11195

June (Only Results)

CA 1	Jun-18	Jun-19	Jun-20	Jun-21
New Clubs	37	22	21	23
Charter Members	1044	644	563	652
New Members	6614	2622	1248	3277
Drops	11346	9175	8263	7654
Net Growth	-3123	-5452	-6053	-3234

Statement for 4th Quarter Results(previous 3 years)

CA 1	2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
New Clubs	64	45	31
Charter Members	1824	1270	830
New Members	11293	7405	2375
Drops	18103	14661	11899
Net Growth	-3846	-5126	-8007

MD Wise Analysis

MD	GMT Area	CA 1	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
2	Texas	New Clubs	0	0	0	11	10
		Charter Members	0	0	0	380	277
		New Members	0	0	0	2222	2160
		Drops	0	0	0	3842	3817
		Net Growth	0	0	0	-930	-1125
3	Oklahoma	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	2	4
		New Members	0	0	0	220	191
		Drops	0	0	0	484	557
		Net Growth	0	0	0	-187	-333
8	Louisiana	New Clubs	0	0	0	1	1
		Charter Members	0	0	0	31	18
		New Members	0	0	0	212	203
		Drops	0	0	0	439	554
		Net Growth	0	0	0	-162	-298
16	New Jersey	New Clubs	2	3	4	0	0
		Charter Members	48	86	102	0	0
		New Members	417	402	427	0	0
		Drops	633	652	610	0	0
		Net Growth	-119	-111	-2	0	0
20	Bermuda New York	New Clubs	11	8	3	0	0
		Charter Members	360	223	138	0	0
		New Members	1393	1321	1227	0	0
		Drops	1789	2188	1736	0	0
		Net Growth	99	-517	-195	0	0
22	Delaware District Of Columbia Maryland	New Clubs	3	1	1	0	0
		Charter Members	115	51	27	0	0
		New Members	622	598	514	0	0
		Drops	702	946	695	0	0
		Net Growth	94	-235	-87	0	0
23	Connecticut	New Clubs	2	7	0	0	0
		Charter Members	73	165	16	0	0
		New Members	439	503	364	0	0
		Drops	523	657	676	0	0
		Net Growth	26	59	-269	0	0
33	Massachusetts	New Clubs	4	1	1	0	0
		Charter Members	115	28	28	0	0
		New Members	643	623	535	0	0
		Drops	728	918	896	0	0
		Net Growth	116	-194	-278	0	0
44	New Hampshire	New Clubs	3	2	1	0	0
		Charter Members	67	55	29	0	0
		New Members	263	248	176	0	0
		Drops	303	339	221	0	0
		Net Growth	45	-17	3	0	0
42	Rhode Island	New Clubs	1	1	0	0	0
		Charter Members	22	20	1	0	0
		New Members	103	94	79	0	0
		Drops	120	135	85	0	0
		Net Growth	13	-14	-2	0	0

			2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
45	New York Vermont	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	104	97	94	0	0
		Drops	181	146	153	0	0
		Net Growth	-64	-34	-42	0	0
41	Maine	New Clubs	0	1	1	0	0
		Charter Members	0	21	23	0	0
		New Members	190	176	154	0	0
		Drops	209	224	218	0	0
		Net Growth	-3	-16	-23	0	0
Total	New Clubs	26	24	11	12	11	
	Charter Members	800	649	364	413	299	
	New Members	4174	4062	3570	2654	2554	
	Drops	5188	6205	5290	4765	4928	
	Net Growth	207	-1079	-895	-1279	-1756	

June (Only) Results

MD	GMT Area	CA 1	Jun-18	Jun-19	Jun-20	Jun-21
2	Texas	New Clubs	0	0	2	2
		Charter Members	0	0	44	47
		New Members	0	0	161	323
		Drops	0	0	727	627
		Net Growth	0	0	-489	-217
3	Oklahoma	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	12	16
		Drops	0	0	58	60
		Net Growth	0	0	-45	-42
8	Louisiana	New Clubs	0	0	0	0
		Charter Members	0	0	3	0
		New Members	0	0	4	24
		Drops	0	0	68	49
		Net Growth	0	0	-61	-24
16	New Jersey	New Clubs	0	1	0	0
		Charter Members	0	20	0	0
		New Members	61	40	0	0
		Drops	157	179	0	0
		Net Growth	-92	-116	0	0
20	Bermuda New York	New Clubs	2	0	0	0
		Charter Members	46	1	0	0
		New Members	339	141	0	0
		Drops	638	380	0	0
		Net Growth	-227	-218	0	0
22	Delaware District Of Columbia Maryland	New Clubs	0	1	0	0
		Charter Members	0	26	0	0
		New Members	139	71	0	0
		Drops	203	156	0	0
		Net Growth	-62	-49	0	0
23	Connecticut	New Clubs	2	0	0	0
		Charter Members	65	2	0	0
		New Members	175	46	0	0
		Drops	128	182	0	0
		Net Growth	127	-132	0	0
33	Massachusetts	New Clubs	1	1	0	0
		Charter Members	24	22	0	0
		New Members	102	52	0	0
		Drops	200	219	0	0
		Net Growth	-62	-137	0	0
44	New Hampshire	New Clubs	0	0	0	0
		Charter Members	0	1	0	0
		New Members	71	16	0	0
		Drops	115	72	0	0
		Net Growth	-34	-53	0	0

			Jun-18	Jun-19	Jun-20	Jun-21
42	Rhode Island	New Clubs	1	0	0	0
		Charter Members	20	0	0	0
		New Members	24	7	0	0
		Drops	43	28	0	0
		Net Growth	2	-21	0	0
45	New York Vermont	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	21	18	0	0
		Drops	50	55	0	0
		Net Growth	-27	-34	0	0
41	Maine	New Clubs	1	1	0	0
		Charter Members	21	20	0	0
		New Members	37	20	0	0
		Drops	57	64	0	0
		Net Growth	3	-23	0	0
Total		New Clubs	7	4	2	2
		Charter Members	176	92	47	47
		New Members	969	411	177	363
		Drops	1591	1335	853	736
		Net Growth	-372	-783	-595	-283

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
2	Texas	New Clubs	0	0	3
		Charter Members	0	0	71
		New Members	0	0	284
		Drops	0	0	1048
		Net Growth	0	0	-613
3	Oklahoma	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	0	0	19
		Drops	0	0	93
		Net Growth	0	0	-73
8	Louisiana	New Clubs	0	0	0
		Charter Members	0	0	3
		New Members	0	0	12
		Drops	0	0	95
		Net Growth	0	0	-78
16	New Jersey	New Clubs	1	3	0
		Charter Members	34	68	0
		New Members	141	163	0
		Drops	232	261	0
		Net Growth	-49	-24	0
20	Bermuda New York	New Clubs	2	1	0
		Charter Members	53	27	0
		New Members	496	404	0
		Drops	955	586	0
		Net Growth	-364	-119	0
22	Delaware District Of Columbia Maryland	New Clubs	0	1	0
		Charter Members	4	27	0
		New Members	234	177	0
		Drops	301	258	0
		Net Growth	-54	-36	0
23	Connecticut	New Clubs	4	0	0
		Charter Members	114	2	0
		New Members	255	126	0
		Drops	223	234	0
		Net Growth	164	-96	0
33	Massachusetts	New Clubs	1	1	0
		Charter Members	24	26	0
		New Members	220	162	0
		Drops	341	363	0
		Net Growth	-79	-160	0
44	New Hampshire	New Clubs	0	0	0
		Charter Members	1	1	0
		New Members	101	54	0
		Drops	148	103	0
		Net Growth	-36	-43	0

			2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
42	Rhode Island	New Clubs	1	0	0
		Charter Members	20	0	0
		New Members	39	26	0
		Drops	74	39	0
		Net Growth	-11	-12	0
45	New York Vermont	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	40	37	0
		Drops	56	89	0
		Net Growth	-14	-48	0
41	Maine	New Clubs	1	1	0
		Charter Members	21	20	0
		New Members	70	43	0
		Drops	90	87	0
		Net Growth	3	-23	0
Total		New Clubs	10	7	3
		Charter Members	271	171	74
		New Members	1596	1192	315
		Drops	2420	2020	1236
		Net Growth	-440	-561	-764

MD Wise Analysis

MD	GMT Area	CA 1	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
4	California	New Clubs	0	0	0	10	23
		Charter Members	0	0	0	390	808
		New Members	0	0	0	1886	1606
		Drops	0	0	0	3156	3363
		Net Growth	0	0	0	-595	-716
13	Ohio	New Clubs	3	1	1	0	0
		Charter Members	90	37	38	0	0
		New Members	964	836	731	0	0
		Drops	1393	1462	1181	0	0
		Net Growth	-266	-477	-330	0	0
14	Pennsylvania Unknown	New Clubs	8	15	6	0	0
		Charter Members	234	404	151	0	0
		New Members	1413	1536	1220	0	0
		Drops	2044	2553	2201	0	0
		Net Growth	-271	-432	-664	0	0
21	Arizona	New Clubs	0	0	0	4	0
		Charter Members	0	0	0	153	0
		New Members	0	0	0	273	0
		Drops	0	0	0	600	0
		Net Growth	0	0	0	-94	0
24	Virginia	New Clubs	3	4	3	0	0
		Charter Members	72	186	90	0	0
		New Members	585	612	496	0	0
		Drops	950	941	880	0	0
		Net Growth	-181	-53	-240	0	0
29	West Virginia	New Clubs	2	2	1	0	0
		Charter Members	64	43	23	0	0
		New Members	369	294	308	0	0
		Drops	543	535	417	0	0
		Net Growth	-76	-163	-55	0	0
40	Arizona New Mexico	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	1	0
		New Members	0	0	0	80	0
		Drops	0	0	0	115	0
		Net Growth	0	0	0	-12	0
50	Hawaii	New Clubs	0	0	0	1	0
		Charter Members	0	0	0	19	2
		New Members	0	0	0	108	184
		Drops	0	0	0	266	179
		Net Growth	0	0	0	-111	39
46	California Nevada	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	0	0	0	111	0
		Drops	0	0	0	195	0
		Net Growth	0	0	0	-68	0
Total		New Clubs	16	22	11	15	23
		Charter Members	460	670	302	563	810
		New Members	3331	3278	2755	2458	1790
		Drops	4930	5491	4679	4332	3542
		Net Growth	-794	-1125	-1289	-880	-677

June (Only) Results

MD	GMT Area	CA 1	Jun-18	Jun-19	Jun-20	Jun-21
4	California	New Clubs	0	0	3	4
		Charter Members	0	0	102	107
		New Members	0	0	96	306
		Drops	0	0	836	777
		Net Growth	0	0	-587	-330
13	Ohio	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	173	86	0	0
		Drops	287	174	0	0
		Net Growth	-96	-83	0	0
14	Pennsylvania Unknown	New Clubs	6	3	0	0
		Charter Members	133	74	0	0
		New Members	339	135	0	0
		Drops	619	492	0	0
		Net Growth	-115	-260	0	0
21	Arizona	New Clubs	0	0	4	0
		Charter Members	0	0	125	0
		New Members	0	0	22	0
		Drops	0	0	174	0
		Net Growth	0	0	-17	0
24	Virginia	New Clubs	1	0	0	0
		Charter Members	30	0	0	0
		New Members	106	54	0	0
		Drops	179	214	0	0
		Net Growth	-23	-154	0	0
29	West Virginia	New Clubs	1	0	0	0
		Charter Members	22	1	0	0
		New Members	70	32	0	0
		Drops	122	85	0	0
		Net Growth	-25	-48	0	0
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	5	0
		Drops	0	0	28	0
		Net Growth	0	0	-22	0
50	Hawaii	New Clubs	0	0	1	0
		Charter Members	0	0	16	0
		New Members	0	0	6	18
		Drops	0	0	109	56
		Net Growth	0	0	-79	-33
46	California Nevada	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	11	0
		Drops	0	0	31	0
		Net Growth	0	0	-13	0
Total		New Clubs	8	3	8	4
		Charter Members	185	75	243	107
		New Members	688	307	140	324
		Drops	1207	965	1178	833
		Net Growth	-259	-545	-718	-363

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
4	California	New Clubs	0	0	4
		Charter Members	0	0	130
		New Members	0	0	199
		Drops	0	0	1163
		Net Growth	0	0	-750
13	Ohio	New Clubs	0	0	0
		Charter Members	2	8	0
		New Members	322	227	0
		Drops	512	369	0
		Net Growth	-145	-123	0
14	Pennsylvania Unknown	New Clubs	7	5	0
		Charter Members	155	120	0
		New Members	548	374	0
		Drops	920	782	0
		Net Growth	-151	-243	0
21	Arizona	New Clubs	0	0	4
		Charter Members	0	0	125
		New Members	0	0	30
		Drops	0	0	296
		Net Growth	0	0	-108
24	Virginia	New Clubs	2	0	0
		Charter Members	59	3	0
		New Members	205	127	0
		Drops	310	310	0
		Net Growth	-12	-168	0
29	West Virginia	New Clubs	1	0	0
		Charter Members	22	1	0
		New Members	118	97	0
		Drops	189	159	0
		Net Growth	-40	-57	0
40	Arizona New Mexico	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	0	0	9
		Drops	0	0	47
		Net Growth	0	0	-36
50	Hawaii	New Clubs	0	0	1
		Charter Members	0	0	16
		New Members	0	0	16
		Drops	0	0	132
		Net Growth	0	0	-91
46	California Nevada	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	0	0	15
		Drops	0	0	56
		Net Growth	0	0	-33

		2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
Total	New Clubs	10	5	9
	Charter Members	238	132	271
	New Members	1193	825	269
	Drops	1931	1620	1694
	Net Growth	-348	-591	-1018

MD Wise Analysis

MD	GMT Area	CA 1	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
1	Illinois	New Clubs	7	5	1	0	0
		Charter Members	190	153	46	0	0
		New Members	1170	1087	1077	0	0
		Drops	1688	2041	1623	0	0
		Net Growth	-170	-665	-340	0	0
5	North Dakota Saskatchewan South Dakota	New Clubs	0	0	0	1	3
		Charter Members	0	0	0	36	79
		New Members	0	0	0	396	225
		Drops	0	0	0	701	498
		Net Growth	0	0	0	-211	-156
5M	Manitoba Minnesota Ontario	New Clubs	0	0	0	3	11
		Charter Members	0	0	0	85	310
		New Members	0	0	0	1202	943
		Drops	0	0	0	2038	2106
		Net Growth	0	0	0	-600	-724
11	Michigan	New Clubs	3	2	4	0	0
		Charter Members	118	110	104	0	0
		New Members	969	1011	870	0	0
		Drops	1397	1576	1309	0	0
		Net Growth	-199	-308	-214	0	0
25	Indiana	New Clubs	2	2	0	0	0
		Charter Members	70	53	6	0	0
		New Members	881	848	753	0	0
		Drops	1275	1371	1084	0	0
		Net Growth	-259	-367	-226	0	0
43	Kentucky	New Clubs	5	0	1	0	0
		Charter Members	132	4	21	0	0
		New Members	459	427	331	0	0
		Drops	748	756	723	0	0
		Net Growth	-63	-257	-343	0	0
10	Michigan	New Clubs	0	0	0	0	0
		Charter Members	0	3	0	0	0
		New Members	122	125	96	0	0
		Drops	183	159	169	0	0
		Net Growth	-52	-24	-43	0	0
Total		New Clubs	17	9	6	4	14
		Charter Members	510	323	177	121	389
		New Members	3601	3498	3127	1598	1168
		Drops	5291	5903	4908	2739	2604
		Net Growth	-743	-1621	-1166	-811	-880

June (Only) Results

MD	GMT Area	CA 1	Jun-18	Jun-19	Jun-20	Jun-21
1	Illinois	New Clubs	1	0	0	0
		Charter Members	28	1	0	0
		New Members	210	101	0	0
		Drops	490	325	0	0
		Net Growth	-218	-194	0	0
5	North Dakota Saskatchewan South Dakota	New Clubs	0	0	0	0
		Charter Members	0	0	0	10
		New Members	0	0	19	20
		Drops	0	0	98	91
		Net Growth	0	0	-77	-58
5M	Manitoba Minnesota Ontario	New Clubs	0	0	0	0
		Charter Members	0	0	6	2
		New Members	0	0	57	201
		Drops	0	0	474	494
		Net Growth	0	0	-391	-267
11	Michigan	New Clubs	0	1	0	0
		Charter Members	3	23	0	0
		New Members	215	75	0	0
		Drops	389	281	0	0
		Net Growth	-149	-167	0	0
25	Indiana	New Clubs	2	0	0	0
		Charter Members	42	0	0	0
		New Members	196	69	0	0
		Drops	292	236	0	0
		Net Growth	-33	-146	0	0
43	Kentucky	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	137	32	0	0
		Drops	122	128	0	0
		Net Growth	19	-96	0	0
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	22	8	0	0
		Drops	28	41	0	0
		Net Growth	-5	-33	0	0
Total		New Clubs	3	1	0	0
		Charter Members	74	24	6	12
		New Members	780	285	76	221
		Drops	1321	1011	572	585
		Net Growth	-386	-636	-468	-325

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
1	Illinois	New Clubs	3	1	0
		Charter Members	92	26	0
		New Members	377	307	0
		Drops	795	568	0
		Net Growth	-275	-192	0
5	North Dakota Saskatchewan South Dakota	New Clubs	0	0	0
		Charter Members	0	0	2
		New Members	0	0	43
		Drops	0	0	189
		Net Growth	0	0	-138
5M	Manitoba Minnesota Ontario	New Clubs	0	0	0
		Charter Members	0	0	6
		New Members	0	0	133
		Drops	0	0	661
		Net Growth	0	0	-494
11	Michigan	New Clubs	0	1	0
		Charter Members	14	35	0
		New Members	388	249	0
		Drops	571	499	0
		Net Growth	-113	-163	0
25	Indiana	New Clubs	2	0	0
		Charter Members	50	2	0
		New Members	350	308	0
		Drops	519	389	0
		Net Growth	-85	-49	0
43	Kentucky	New Clubs	0	0	0
		Charter Members	1	0	0
		New Members	202	90	0
		Drops	232	206	0
		Net Growth	-16	-112	0
10	Michigan	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	61	23	0
		Drops	61	64	0
		Net Growth	1	-38	0
Total		New Clubs	5	2	0
		Charter Members	157	63	8
		New Members	1378	977	176
		Drops	2178	1726	850
		Net Growth	-488	-554	-632

MD Wise Analysis

MD	GMT Area	CA 1	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
5	North Dakota Saskatchewan South Dakota	New Clubs	1	0	0	0	0
		Charter Members	32	0	3	0	0
		New Members	428	399	257	0	0
		Drops	598	616	532	0	0
		Net Growth	-101	-162	-236	0	0
5M	Manitoba Minnesota Ontario	New Clubs	5	5	1	0	0
		Charter Members	134	133	47	0	0
		New Members	1341	1492	1175	0	0
		Drops	1659	1996	1798	0	0
		Net Growth	-54	-201	-419	0	0
9	Iowa	New Clubs	2	2	3	0	0
		Charter Members	71	60	86	0	0
		New Members	721	597	513	0	0
		Drops	1002	1045	968	0	0
		Net Growth	-140	-304	-284	0	0
14	Pennsylvania Unknown	New Clubs	0	0	0	5	12
		Charter Members	0	0	0	128	350
		New Members	0	0	0	937	878
		Drops	0	0	0	1673	2078
		Net Growth	0	0	0	-493	-734
24	Virginia	New Clubs	0	0	0	0	1
		Charter Members	0	0	0	16	23
		New Members	0	0	0	348	353
		Drops	0	0	0	802	812
		Net Growth	0	0	0	-362	-347
27	Wisconsin	New Clubs	2	3	2	0	0
		Charter Members	43	75	51	0	0
		New Members	1534	1378	1229	0	0
		Drops	1777	2041	1705	0	0
		Net Growth	-60	-439	-289	0	0
29	West Virginia	New Clubs	0	0	0	1	1
		Charter Members	0	0	0	49	30
		New Members	0	0	0	221	226
		Drops	0	0	0	514	384
		Net Growth	0	0	0	-200	-93
Total		New Clubs	10	10	6	6	14
		Charter Members	280	268	187	193	403
		New Members	4024	3866	3174	1506	1457
		Drops	5036	5698	5003	2989	3274
		Net Growth	-355	-1106	-1228	-1055	-1174

June (Only) Results

MD	GMT Area	CA 1	Jun-18	Jun-19	Jun-20	Jun-21
5	North Dakota Saskatchewan South Dakota	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	74	11	0	0
		Drops	95	107	0	0
		Net Growth	-17	-92	0	0
5M	Manitoba Minnesota Ontario	New Clubs	1	0	0	0
		Charter Members	31	3	0	0
		New Members	316	111	0	0
		Drops	507	388	0	0
		Net Growth	-128	-267	0	0
9	Iowa	New Clubs	1	2	0	0
		Charter Members	32	48	0	0
		New Members	119	55	0	0
		Drops	239	216	0	0
		Net Growth	-83	-100	0	0
14	Pennsylvania Unknown	New Clubs	0	0	0	2
		Charter Members	0	0	1	63
		New Members	0	0	34	131
		Drops	0	0	331	446
		Net Growth	0	0	-283	-235
24	Virginia	New Clubs	0	0	0	1
		Charter Members	0	0	4	21
		New Members	0	0	12	67
		Drops	0	0	151	196
		Net Growth	0	0	-121	-94
27	Wisconsin	New Clubs	0	0	0	0
		Charter Members	1	1	0	0
		New Members	283	107	0	0
		Drops	438	331	0	0
		Net Growth	-135	-206	0	0
29	West Virginia	New Clubs	0	0	0	0
		Charter Members	0	0	1	0
		New Members	0	0	13	35
		Drops	0	0	85	92
		Net Growth	0	0	-71	-52
Total		New Clubs	2	2	0	3
		Charter Members	64	52	6	84
		New Members	792	284	59	233
		Drops	1279	1042	567	734
		Net Growth	-363	-665	-475	-381

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
5	North Dakota Saskatchewan South Dakota	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	132	53	0
		Drops	206	183	0
		Net Growth	-66	-119	0
5M	Manitoba Minnesota Ontario	New Clubs	2	0	0
		Charter Members	56	3	0
		New Members	527	333	0
		Drops	777	610	0
		Net Growth	-145	-247	0
9	Iowa	New Clubs	2	2	0
		Charter Members	55	48	0
		New Members	202	138	0
		Drops	374	346	0
		Net Growth	-105	-143	0
14	Pennsylvania Unknown	New Clubs	0	0	4
		Charter Members	0	0	78
		New Members	0	0	70
		Drops	0	0	476
		Net Growth	0	0	-309
24	Virginia	New Clubs	0	0	0
		Charter Members	0	0	5
		New Members	0	0	33
		Drops	0	0	233
		Net Growth	0	0	-174
27	Wisconsin	New Clubs	1	1	0
		Charter Members	28	25	0
		New Members	460	326	0
		Drops	763	576	0
		Net Growth	-233	-193	0
29	West Virginia	New Clubs	0	0	0
		Charter Members	0	0	4
		New Members	0	0	26
		Drops	0	0	128
		Net Growth	0	0	-95
Total		New Clubs	5	3	4
		Charter Members	139	76	87
		New Members	1321	850	129
		Drops	2120	1715	837
		Net Growth	-549	-702	-578

MD Wise Analysis

MD	GMT Area	CA 1	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
1	Illinois	New Clubs	0	0	0	1	7
		Charter Members	0	0	0	34	211
		New Members	0	0	0	811	709
		Drops	0	0	0	1580	1592
		Net Growth	0	0	0	-637	-533
12	Tennessee	New Clubs	4	3	1	0	0
		Charter Members	128	143	33	0	0
		New Members	647	647	504	0	0
		Drops	828	958	793	0	0
		Net Growth	5	-90	-209	0	0
18	Georgia	New Clubs	1	2	1	0	0
		Charter Members	36	52	32	0	0
		New Members	505	410	383	0	0
		Drops	787	704	659	0	0
		Net Growth	-191	-198	-198	0	0
27	Wisconsin	New Clubs	0	0	0	0	10
		Charter Members	0	0	0	7	271
		New Members	0	0	0	1061	1184
		Drops	0	0	0	1666	1709
		Net Growth	0	0	0	-479	-152
30	Mississippi	New Clubs	2	1	0	0	0
		Charter Members	60	29	10	0	0
		New Members	217	264	157	0	0
		Drops	374	464	309	0	0
		Net Growth	-62	-141	-106	0	0
31	North Carolina	New Clubs	7	1	2	0	0
		Charter Members	215	33	56	0	0
		New Members	638	508	422	0	0
		Drops	895	1088	820	0	0
		Net Growth	51	-480	-263	0	0
32	South Carolina	New Clubs	4	0	2	0	0
		Charter Members	114	1	69	0	0
		New Members	390	366	263	0	0
		Drops	508	549	483	0	0
		Net Growth	43	-133	-110	0	0
34	Alabama	New Clubs	0	1	2	0	0
		Charter Members	13	44	53	0	0
		New Members	301	293	309	0	0
		Drops	534	483	372	0	0
		Net Growth	-187	-110	7	0	0
35	Aruba Bahamas Florida	New Clubs	8	6	5	0	0
		Charter Members	278	156	184	0	0
		New Members	743	771	642	0	0
		Drops	1201	1446	1169	0	0
		Net Growth	9	-330	-169	0	0
51	Puerto Rico U S Virgin Islands	New Clubs	0	1	6	0	0
		Charter Members	0	39	155	0	0
		New Members	0	212	422	0	0
		Drops	0	593	538	0	0
		Net Growth	0	-318	83	0	0

			2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
60	Various	New Clubs	2	3	2	0	0
		Charter Members	52	95	63	0	0
		New Members	399	216	241	0	0
		Drops	352	445	389	0	0
		Net Growth	122	-108	-26	0	0
10	Michigan	New Clubs	0	0	0	1	0
		Charter Members	0	0	0	22	1
		New Members	0	0	0	88	65
		Drops	0	0	0	189	146
		Net Growth	0	0	0	-63	-73
Total	New Clubs	28	18	21	2	17	
	Charter Members	896	592	655	63	483	
	New Members	3840	3687	3343	1960	1958	
	Drops	5479	6730	5532	3435	3447	
	Net Growth	-210	-1908	-991	-1179	-758	

June (Only) Results

MD	GMT Area	CA 1	Jun-18	Jun-19	Jun-20	Jun-21
1	Illinois	New Clubs	0	0	0	0
		Charter Members	0	0	0	5
		New Members	0	0	26	129
		Drops	0	0	374	270
		Net Growth	0	0	-338	-122
12	Tennessee	New Clubs	0	0	0	0
		Charter Members	1	4	0	0
		New Members	162	38	0	0
		Drops	218	153	0	0
		Net Growth	-50	-103	0	0
18	Georgia	New Clubs	1	0	0	0
		Charter Members	22	3	0	0
		New Members	97	55	0	0
		Drops	112	123	0	0
		Net Growth	11	-53	0	0
27	Wisconsin	New Clubs	0	0	0	5
		Charter Members	0	0	1	154
		New Members	0	0	54	247
		Drops	0	0	329	328
		Net Growth	0	0	-250	87
30	Mississippi	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	35	11	0	0
		Drops	92	85	0	0
		Net Growth	-56	-70	0	0
31	North Carolina	New Clubs	0	0	0	0
		Charter Members	2	5	0	0
		New Members	125	43	0	0
		Drops	230	176	0	0
		Net Growth	-98	-115	0	0
32	South Carolina	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	77	20	0	0
		Drops	114	97	0	0
		Net Growth	-32	-67	0	0
34	Alabama	New Clubs	0	0	0	0
		Charter Members	0	2	0	0
		New Members	63	35	0	0
		Drops	75	54	0	0
		Net Growth	-8	-14	0	0
35	Aruba Bahamas Florida	New Clubs	2	1	0	0
		Charter Members	46	45	0	0
		New Members	231	77	0	0
		Drops	366	421	0	0
		Net Growth	-57	-274	0	0

			Jun-18	Jun-19	Jun-20	Jun-21
51	Puerto Rico U S Virgin Islands	New Clubs	0	3	0	0
		Charter Members	1	79	0	0
		New Members	88	85	0	0
		Drops	139	96	0	0
		Net Growth	-40	74	0	0
60	Various	New Clubs	1	0	0	0
		Charter Members	25	2	0	0
		New Members	92	54	0	0
		Drops	144	71	0	0
		Net Growth	-22	-15	0	0
10	Michigan	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	2	10
		Drops	0	0	36	41
		Net Growth	0	0	-33	-31
Total		New Clubs	4	4	0	5
		Charter Members	97	140	1	159
		New Members	970	418	82	386
		Drops	1490	1276	739	639
		Net Growth	-352	-637	-621	-66

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
1	Illinois	New Clubs	0	0	0
		Charter Members	0	0	1
		New Members	0	0	60
		Drops	0	0	569
		Net Growth	0	0	-492
12	Tennessee	New Clubs	1	1	0
		Charter Members	28	29	0
		New Members	260	138	0
		Drops	357	255	0
		Net Growth	-56	-79	0
18	Georgia	New Clubs	1	1	0
		Charter Members	24	27	0
		New Members	188	114	0
		Drops	197	207	0
		Net Growth	32	-51	0
27	Wisconsin	New Clubs	0	0	0
		Charter Members	0	0	1
		New Members	0	0	128
		Drops	0	0	486
		Net Growth	0	0	-325
30	Mississippi	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	91	39	0
		Drops	164	142	0
		Net Growth	-70	-98	0
31	North Carolina	New Clubs	0	2	0
		Charter Members	2	50	0
		New Members	179	116	0
		Drops	375	293	0
		Net Growth	-176	-109	0
32	South Carolina	New Clubs	0	0	0
		Charter Members	1	0	0
		New Members	143	70	0
		Drops	195	172	0
		Net Growth	-35	-85	0
34	Alabama	New Clubs	0	1	0
		Charter Members	1	32	0
		New Members	117	81	0
		Drops	155	89	0
		Net Growth	-29	30	0
35	Aruba Bahamas Florida	New Clubs	2	1	0
		Charter Members	50	48	0
		New Members	339	194	0
		Drops	557	551	0
		Net Growth	-111	-268	0

			2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
51	Puerto Rico U S Virgin Islands	New Clubs	1	5	0
		Charter Members	37	123	0
		New Members	190	193	0
		Drops	333	175	0
		Net Growth	-91	165	0
60	Various	New Clubs	2	1	0
		Charter Members	68	28	0
		New Members	129	108	0
		Drops	202	140	0
		Net Growth	11	3	0
10	Michigan	New Clubs	0	0	1
		Charter Members	0	0	22
		New Members	0	0	4
		Drops	0	0	63
		Net Growth	0	0	-35
Total		New Clubs	7	12	1
		Charter Members	211	337	24
		New Members	1636	1053	192
		Drops	2535	2024	1118
		Net Growth	-525	-492	-852

MD Wise Analysis

MD	GMT Area	CA 1	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
2	Texas	New Clubs	31	22	13	0	0
		Charter Members	878	720	472	0	0
		New Members	3621	3371	2732	0	0
		Drops	4836	5396	4163	0	0
		Net Growth	41	-953	-611	0	0
3	Oklahoma	New Clubs	1	0	0	0	0
		Charter Members	23	10	0	0	0
		New Members	402	378	316	0	0
		Drops	561	624	550	0	0
		Net Growth	-98	-187	-199	0	0
7	Arkansas	New Clubs	0	1	1	0	0
		Charter Members	1	26	28	0	0
		New Members	382	347	304	0	0
		Drops	543	534	483	0	0
		Net Growth	-113	-116	-121	0	0
8	Louisiana	New Clubs	0	2	0	0	0
		Charter Members	3	88	24	0	0
		New Members	396	296	341	0	0
		Drops	553	659	494	0	0
		Net Growth	-117	-250	-95	0	0
16	New Jersey	New Clubs	0	0	0	3	2
		Charter Members	0	0	0	78	54
		New Members	0	0	0	249	247
		Drops	0	0	0	707	485
		Net Growth	0	0	0	-300	-105
20	Bermuda New York	New Clubs	0	0	0	5	8
		Charter Members	0	0	0	173	216
		New Members	0	0	0	993	808
		Drops	0	0	0	1839	1717
		Net Growth	0	0	0	-501	-566
22	Delaware District Of Columbia Maryland	New Clubs	0	0	0	3	2
		Charter Members	0	0	0	87	92
		New Members	0	0	0	359	288
		Drops	0	0	0	783	746
		Net Growth	0	0	0	-268	-306
26	Missouri	New Clubs	3	5	1	0	0
		Charter Members	99	141	33	0	0
		New Members	881	785	546	0	0
		Drops	1123	1221	1148	0	0
		Net Growth	-38	-179	-480	0	0
Total		New Clubs	35	30	15	11	12
		Charter Members	1004	985	557	338	362
		New Members	5682	5177	4239	1601	1343
		Drops	7616	8434	6838	3329	2948
		Net Growth	-325	-1685	-1506	-1069	-977

June (Only) Results

MD	GMT Area	CA 1	Jun-18	Jun-19	Jun-20	Jun-21
2	Texas	New Clubs	4	1	0	0
		Charter Members	122	73	0	0
		New Members	735	246	0	0
		Drops	1047	824	0	0
		Net Growth	-146	-460	0	0
3	Oklahoma	New Clubs	0	0	0	0
		Charter Members	2	0	0	0
		New Members	42	18	0	0
		Drops	102	129	0	0
		Net Growth	-55	-105	0	0
7	Arkansas	New Clubs	0	1	0	0
		Charter Members	0	27	0	0
		New Members	78	56	0	0
		Drops	132	105	0	0
		Net Growth	-48	-17	0	0
8	Louisiana	New Clubs	1	0	0	0
		Charter Members	61	0	0	0
		New Members	55	38	0	0
		Drops	185	92	0	0
		Net Growth	-64	-52	0	0
16	New Jersey	New Clubs	0	0	1	0
		Charter Members	0	0	26	0
		New Members	0	0	19	45
		Drops	0	0	283	109
		Net Growth	0	0	-232	-59
20	Bermuda New York	New Clubs	0	0	1	1
		Charter Members	0	0	22	34
		New Members	0	0	118	108
		Drops	0	0	419	460
		Net Growth	0	0	-252	-297
22	Delaware District Of Columbia Maryland	New Clubs	0	0	2	1
		Charter Members	0	0	48	17
		New Members	0	0	29	49
		Drops	0	0	178	169
		Net Growth	0	0	-93	-93
26	Missouri	New Clubs	4	0	0	0
		Charter Members	110	0	0	0
		New Members	167	49	0	0
		Drops	258	243	0	0
		Net Growth	62	-180	0	0
Total		New Clubs	9	2	4	2
		Charter Members	295	100	96	51
		New Members	1077	407	166	202
		Drops	1724	1393	880	738
		Net Growth	-251	-814	-577	-449

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
2	Texas	New Clubs	10	5	0
		Charter Members	273	182	0
		New Members	1255	737	0
		Drops	1809	1412	0
		Net Growth	-173	-415	0
3	Oklahoma	New Clubs	0	0	0
		Charter Members	2	0	0
		New Members	109	75	0
		Drops	189	201	0
		Net Growth	-68	-117	0
7	Arkansas	New Clubs	0	1	0
		Charter Members	0	27	0
		New Members	124	112	0
		Drops	199	155	0
		Net Growth	-63	-9	0
8	Louisiana	New Clubs	2	0	0
		Charter Members	86	1	0
		New Members	101	111	0
		Drops	289	172	0
		Net Growth	-96	-57	0
16	New Jersey	New Clubs	0	0	2
		Charter Members	0	0	51
		New Members	0	0	37
		Drops	0	0	337
		Net Growth	0	0	-242
20	Bermuda New York	New Clubs	0	0	1
		Charter Members	0	0	37
		New Members	0	0	175
		Drops	0	0	631
		Net Growth	0	0	-376
22	Delaware District Of Columbia Maryland	New Clubs	0	0	2
		Charter Members	0	0	49
		New Members	0	0	36
		Drops	0	0	256
		Net Growth	0	0	-157
26	Missouri	New Clubs	4	1	0
		Charter Members	111	23	0
		New Members	286	134	0
		Drops	408	365	0
		Net Growth	41	-184	0
Total		New Clubs	16	7	5
		Charter Members	472	233	137
		New Members	1875	1169	248
		Drops	2894	2305	1224
		Net Growth	-359	-782	-775

MD Wise Analysis

MD	GMT Area	CA 1	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
6	Colorado	New Clubs	1	0	1	0	0
		Charter Members	22	0	36	0	0
		New Members	331	333	225	225	164
		Drops	416	445	490	388	431
		Net Growth	-21	-66	-191	-126	-232
17	Kansas	New Clubs	0	1	0	0	0
		Charter Members	1	22	3	0	0
		New Members	483	478	353	0	0
		Drops	647	723	666	0	0
		Net Growth	-106	-188	-258	0	0
21	Arizona	New Clubs	1	0	2	0	0
		Charter Members	37	16	47	0	0
		New Members	500	417	356	0	0
		Drops	598	669	652	0	0
		Net Growth	43	-128	-157	0	0
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	1	0	0
		New Members	131	88	74	0	0
		Drops	165	157	140	0	0
		Net Growth	-26	-62	-56	0	0
38	Nebraska	New Clubs	0	1	0	0	0
		Charter Members	0	21	5	2	0
		New Members	255	273	191	111	168
		Drops	273	401	329	286	284
		Net Growth	-4	-91	-120	-151	-98
40	Arizona New Mexico	New Clubs	0	1	0	0	0
		Charter Members	0	32	1	0	0
		New Members	147	151	81	0	0
		Drops	195	203	216	0	0
		Net Growth	-18	-7	-123	0	0
15	Wyoming	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	0	0
		New Members	78	64	83	57	64
		Drops	161	135	103	121	125
		Net Growth	-70	-67	-15	-60	-44
37	Montana	New Clubs	0	0	0	1	0
		Charter Members	0	0	0	20	0
		New Members	0	0	0	110	100
		Drops	0	0	0	177	145
		Net Growth	0	0	0	-34	-34
Total		New Clubs	2	3	3	1	0
		Charter Members	60	91	93	22	0
		New Members	1925	1804	1363	503	496
		Drops	2455	2733	2596	972	985
		Net Growth	-202	-609	-920	-371	-408

June (Only) Results

MD	GMT Area	CA 1	Jun-18	Jun-19	Jun-20	Jun-21
6	Colorado	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	58	20	26	20
		Drops	76	87	60	120
		Net Growth	-10	-64	-32	-93
17	Kansas	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	122	26	0	0
		Drops	192	150	0	0
		Net Growth	-67	-122	0	0
21	Arizona	New Clubs	0	1	0	0
		Charter Members	0	20	0	0
		New Members	100	31	0	0
		Drops	140	243	0	0
		Net Growth	-31	-166	0	0
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	15	5	0	0
		Drops	25	15	0	0
		Net Growth	-9	-9	0	0
38	Nebraska	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	52	22	5	38
		Drops	94	36	73	27
		Net Growth	-38	-13	-65	15
40	Arizona New Mexico	New Clubs	0	0	0	0
		Charter Members	8	1	0	0
		New Members	44	9	0	0
		Drops	39	58	0	0
		Net Growth	16	-47	0	0
15	Wyoming	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	7	5	2	3
		Drops	24	11	29	13
		Net Growth	-17	-6	-27	-9
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	4	13
		Drops	0	0	39	28
		Net Growth	0	0	-35	-14
Total		New Clubs	0	1	0	0
		Charter Members	8	21	0	0
		New Members	398	118	37	74
		Drops	590	600	201	188
		Net Growth	-156	-427	-159	-101

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
6	Colorado	New Clubs	0	0	0
		Charter Members	0	1	0
		New Members	92	64	38
		Drops	134	155	107
		Net Growth	-32	-86	-66
17	Kansas	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	201	85	0
		Drops	280	246	0
		Net Growth	-71	-150	0
21	Arizona	New Clubs	0	1	0
		Charter Members	2	24	0
		New Members	175	101	0
		Drops	258	374	0
		Net Growth	-36	-204	0
28	Utah	New Clubs	0	0	0
		Charter Members	0	1	0
		New Members	33	12	0
		Drops	42	42	0
		Net Growth	-7	-24	0
38	Nebraska	New Clubs	1	0	0
		Charter Members	21	0	0
		New Members	110	52	12
		Drops	130	78	105
		Net Growth	7	-23	-88
40	Arizona New Mexico	New Clubs	0	0	0
		Charter Members	8	1	0
		New Members	60	34	0
		Drops	70	86	0
		Net Growth	1	-49	0
15	Wyoming	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	17	16	4
		Drops	46	35	35
		Net Growth	-28	-17	-31
37	Montana	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	0	0	6
		Drops	0	0	48
		Net Growth	0	0	-42
Total		New Clubs	1	1	0
		Charter Members	31	27	0
		New Members	688	364	60
		Drops	960	1016	295
		Net Growth	-166	-553	-227

MD Wise Analysis

MD	GMT Area	CA 1	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
4	California	New Clubs	36	22	12	0	0
		Charter Members	1172	687	373	0	0
		New Members	2569	2542	2026	0	0
		Drops	3386	4610	3541	0	0
		Net Growth	685	-987	-845	0	0
19	British Columbia Idaho Washington	New Clubs	2	4	2	0	0
		Charter Members	69	117	61	0	0
		New Members	703	721	508	0	0
		Drops	920	1065	905	0	0
		Net Growth	-44	-133	-230	0	0
28	Utah	New Clubs	0	0	0	0	0
		Charter Members	0	0	0	1	0
		New Members	0	0	0	72	31
		Drops	0	0	0	116	114
		Net Growth	0	0	0	-40	-79
36	California Oregon	New Clubs	1	0	0	0	0
		Charter Members	28	8	6	1	0
		New Members	396	391	324	258	0
		Drops	584	749	478	477	0
		Net Growth	-102	-283	-75	-155	0
39	Idaho Oregon	New Clubs	2	0	0	0	1
		Charter Members	52	2	2	8	24
		New Members	152	111	83	92	54
		Drops	215	208	213	214	159
		Net Growth	2	-81	-113	-88	-58
49	Alaska British Columbia Yukon Territory	New Clubs	4	0	0	0	0
		Charter Members	94	2	7	0	0
		New Members	325	350	286	0	0
		Drops	559	546	388	0	0
		Net Growth	-81	-167	-74	0	0
50	Hawaii	New Clubs	1	0	1	0	0
		Charter Members	35	2	34	0	0
		New Members	214	150	173	0	0
		Drops	293	332	232	0	0
		Net Growth	-12	-147	-9	0	0
46	California Nevada	New Clubs	3	1	1	0	0
		Charter Members	99	44	23	0	0
		New Members	193	152	163	0	0
		Drops	219	385	219	0	0
		Net Growth	94	-166	-11	0	0
37	Montana	New Clubs	2	0	0	0	0
		Charter Members	52	0	0	0	0
		New Members	110	128	169	0	0
		Drops	238	179	193	0	0
		Net Growth	-59	-40	-6	0	0
Total		New Clubs	51	27	16	0	1
		Charter Members	1601	862	506	10	24
		New Members	4662	4545	3732	422	85
		Drops	6414	8074	6169	807	273
		Net Growth	483	-2004	-1363	-283	-137

June (Only) Results

MD	GMT Area	CA 1	Jun-18	Jun-19	Jun-20	Jun-21
4	California	New Clubs	3	5	0	0
		Charter Members	109	123	0	0
		New Members	510	210	0	0
		Drops	1229	910	0	0
		Net Growth	-574	-536	0	0
19	British Columbia Idaho Washington	New Clubs	1	0	0	0
		Charter Members	33	1	0	0
		New Members	146	45	0	0
		Drops	255	251	0	0
		Net Growth	-61	-192	0	0
28	Utah	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	0	0	10	0
		Drops	0	0	18	15
		Net Growth	0	0	-8	-15
36	California Oregon	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	93	35	5	0
		Drops	264	136	116	0
		Net Growth	-161	-94	-107	0
39	Idaho Oregon	New Clubs	0	0	0	0
		Charter Members	1	2	0	0
		New Members	28	7	9	8
		Drops	32	26	42	36
		Net Growth	-1	-13	-31	-22
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	67	40	0	0
		Drops	88	65	0	0
		Net Growth	-21	-19	0	0
50	Hawaii	New Clubs	0	0	0	0
		Charter Members	1	14	0	0
		New Members	42	26	0	0
		Drops	133	79	0	0
		Net Growth	-85	-38	0	0
46	California Nevada	New Clubs	0	0	0	0
		Charter Members	1	0	0	0
		New Members	25	12	0	0
		Drops	99	56	0	0
		Net Growth	-67	-42	0	0
37	Montana	New Clubs	0	0	0	0
		Charter Members	0	0	0	0
		New Members	29	17	0	0
		Drops	44	30	0	0
		Net Growth	-14	-11	0	0
Total		New Clubs	4	5	0	0
		Charter Members	145	140	0	0
		New Members	940	392	24	8
		Drops	2144	1553	176	51
		Net Growth	-984	-945	-146	-37

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
4	California	New Clubs	8	7	0
		Charter Members	239	181	0
		New Members	871	493	0
		Drops	1787	1315	0
		Net Growth	-585	-568	0
19	British Columbia Idaho Washington	New Clubs	2	0	0
		Charter Members	60	10	0
		New Members	259	144	0
		Drops	392	349	0
		Net Growth	-34	-171	0
28	Utah	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	0	0	10
		Drops	0	0	25
		Net Growth	0	0	-15
36	California Oregon	New Clubs	0	0	0
		Charter Members	3	0	0
		New Members	152	91	33
		Drops	338	184	147
		Net Growth	-167	-76	-107
39	Idaho Oregon	New Clubs	0	0	0
		Charter Members	1	2	1
		New Members	52	18	16
		Drops	61	58	63
		Net Growth	-4	-32	-34
49	Alaska British Columbia Yukon Territory	New Clubs	0	0	0
		Charter Members	0	3	0
		New Members	123	82	0
		Drops	137	83	0
		Net Growth	-4	8	0
50	Hawaii	New Clubs	0	1	0
		Charter Members	1	34	0
		New Members	58	55	0
		Drops	158	102	0
		Net Growth	-89	-10	0
46	California Nevada	New Clubs	0	0	0
		Charter Members	1	1	0
		New Members	56	40	0
		Drops	124	87	0
		Net Growth	-59	-41	0
37	Montana	New Clubs	0	0	0
		Charter Members	0	0	0
		New Members	35	52	0
		Drops	68	57	0
		Net Growth	-29	-1	0

		2017-2018 4th Qtr	2018-2019 4th Qtr	2019-2020 4th Qtr
Total	New Clubs	10	8	0
	Charter Members	305	231	1
	New Members	1606	975	59
	Drops	3065	2235	235
	Net Growth	-971	-891	-156

MD Wise Analysis

MD	GMT Area	CA 1	2019-2020	2020-2021
11	Michigan	New Clubs	4	7
		Charter Members	153	155
		New Members	571	727
		Drops	1178	1255
		Net Growth	-351	-298
13	Ohio	New Clubs	2	4
		Charter Members	58	103
		New Members	583	537
		Drops	1149	1271
		Net Growth	-404	-528
25	Indiana	New Clubs	0	1
		Charter Members	13	39
		New Members	550	484
		Drops	977	1125
		Net Growth	-331	-468
Total		New Clubs	6	12
		Charter Members	224	297
		New Members	1704	1748
		Drops	3304	3651
		Net Growth	-1086	-1294

June (Only) Results

MD	GMT Area	CA 1	Jun-20	Jun-21
11	Michigan	New Clubs	2	0
		Charter Members	58	5
		New Members	18	153
		Drops	313	266
		Net Growth	-223	-99
13	Ohio	New Clubs	0	0
		Charter Members	0	-1
		New Members	35	130
		Drops	201	236
		Net Growth	-149	-74
25	Indiana	New Clubs	0	0
		Charter Members	11	0
		New Members	24	93
		Drops	270	221
		Net Growth	-225	-102
Total		New Clubs	2	0
		Charter Members	69	4
		New Members	77	376
		Drops	784	723
		Net Growth	-597	-275

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2019-2020 4th Qtr
11	Michigan	New Clubs Charter Members New Members Drops Net Growth	2 59 60 416 -279
13	Ohio	New Clubs Charter Members New Members Drops Net Growth	0 2 66 372 -274
25	Indiana	New Clubs Charter Members New Members Drops Net Growth	0 11 43 353 -277
Total		New Clubs Charter Members New Members Drops Net Growth	2 72 169 1141 -830

MD Wise Analysis

MD	GMT Area	CA 1	2019-2020	2020-2021
7	Arkansas	New Clubs	0	0
		Charter Members	34	5
		New Members	208	129
		Drops	434	443
		Net Growth	-172	-255
9	Iowa	New Clubs	1	0
		Charter Members	25	2
		New Members	421	396
		Drops	803	980
		Net Growth	-321	-514
17	Kansas	New Clubs	0	0
		Charter Members	0	0
		New Members	0	334
		Drops	0	467
		Net Growth	0	-112
26	Missouri	New Clubs	0	0
		Charter Members	1	5
		New Members	462	508
		Drops	913	965
		Net Growth	-392	-399
Total		New Clubs	1	0
		Charter Members	60	12
		New Members	1091	1367
		Drops	2150	2855
		Net Growth	-885	-1280

June (Only) Results

MD	GMT Area	CA 1	Jun-20	Jun-21
7	Arkansas	New Clubs	0	0
		Charter Members	2	0
		New Members	9	20
		Drops	107	53
		Net Growth	-93	-29
9	Iowa	New Clubs	0	0
		Charter Members	0	1
		New Members	13	76
		Drops	174	261
		Net Growth	-157	-156
17	Kansas	New Clubs	0	0
		Charter Members	0	0
		New Members	0	57
		Drops	0	98
		Net Growth	0	-37
26	Missouri	New Clubs	0	0
		Charter Members	0	3
		New Members	37	93
		Drops	167	189
		Net Growth	-120	-86
Total		New Clubs	0	0
		Charter Members	2	4
		New Members	59	246
		Drops	448	601
		Net Growth	-370	-308

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2019-2020 4th Qtr
7	Arkansas	New Clubs Charter Members New Members Drops Net Growth	0 2 23 152 -123
9	Iowa	New Clubs Charter Members New Members Drops Net Growth	0 0 25 248 -215
26	Missouri	New Clubs Charter Members New Members Drops Net Growth	0 1 69 252 -166
Total		New Clubs Charter Members New Members Drops Net Growth	0 3 117 652 -504

MD Wise Analysis

MD	GMT Area	CA 1	2019-2020	2020-2021
23	Connecticut	New Clubs	4	0
		Charter Members	115	13
		New Members	346	284
		Drops	558	491
		Net Growth	-62	-153
33	Massachusetts	New Clubs	1	2
		Charter Members	31	57
		New Members	417	278
		Drops	698	750
		Net Growth	-200	-330
44	New Hampshire	New Clubs	2	0
		Charter Members	46	5
		New Members	183	211
		Drops	299	276
		Net Growth	-51	-41
42	Rhode Island	New Clubs	0	1
		Charter Members	2	25
		New Members	68	45
		Drops	85	156
		Net Growth	-9	-81
45	New York Vermont	New Clubs	0	0
		Charter Members	3	0
		New Members	67	55
		Drops	85	99
		Net Growth	0	-32
41	Maine	New Clubs	1	1
		Charter Members	28	39
		New Members	111	59
		Drops	191	203
		Net Growth	-41	-91
Total		New Clubs	8	4
		Charter Members	225	139
		New Members	1192	932
		Drops	1916	1975
		Net Growth	-363	-728

June (Only) Results

MD	GMT Area	CA 1	Jun-20	Jun-21
23	Connecticut	New Clubs	1	0
		Charter Members	30	0
		New Members	43	61
		Drops	126	75
		Net Growth	-43	-10
33	Massachusetts	New Clubs	0	0
		Charter Members	0	0
		New Members	19	78
		Drops	201	239
		Net Growth	-174	-140
44	New Hampshire	New Clubs	1	0
		Charter Members	22	1
		New Members	35	18
		Drops	84	86
		Net Growth	-26	-62
42	Rhode Island	New Clubs	0	0
		Charter Members	0	1
		New Members	1	4
		Drops	19	23
		Net Growth	-18	-17
45	New York Vermont	New Clubs	0	0
		Charter Members	1	0
		New Members	6	12
		Drops	9	15
		Net Growth	0	-3
41	Maine	New Clubs	0	1
		Charter Members	0	37
		New Members	0	11
		Drops	42	30
		Net Growth	-41	19
Total		New Clubs	2	1
		Charter Members	53	39
		New Members	104	184
		Drops	481	468
		Net Growth	-302	-213

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2019-2020 4th Qtr
23	Connecticut	New Clubs Charter Members New Members Drops Net Growth	1 33 96 170 -24
33	Massachusetts	New Clubs Charter Members New Members Drops Net Growth	0 1 48 257 -188
44	New Hampshire	New Clubs Charter Members New Members Drops Net Growth	1 25 60 108 -20
42	Rhode Island	New Clubs Charter Members New Members Drops Net Growth	0 0 1 23 -22
45	New York Vermont	New Clubs Charter Members New Members Drops Net Growth	0 1 5 12 -3
41	Maine	New Clubs Charter Members New Members Drops Net Growth	0 1 8 56 -45
Total		New Clubs Charter Members New Members Drops Net Growth	2 61 218 626 -302

MD Wise Analysis

MD	GMT Area	CA 1	2019-2020	2020-2021
51	Puerto Rico U S Virgin Islands	New Clubs	4	2
		Charter Members	72	49
		New Members	257	293
		Drops	542	350
		Net Growth	-196	18
60	Various	New Clubs	0	0
		Charter Members	1	12
		New Members	235	411
		Drops	350	256
		Net Growth	-84	203
Total		New Clubs	4	2
		Charter Members	73	61
		New Members	492	704
		Drops	892	606
		Net Growth	-280	221

June (Only) Results

MD	GMT Area	CA 1	Jun-20	Jun-21
51	Puerto Rico U S Virgin Islands	New Clubs	2	2
		Charter Members	11	35
		New Members	78	71
		Drops	97	43
		Net Growth	0	70
60	Various	New Clubs	0	0
		Charter Members	0	0
		New Members	55	34
		Drops	119	60
		Net Growth	-57	-24
Total		New Clubs	2	2
		Charter Members	11	35
		New Members	133	105
		Drops	216	103
		Net Growth	-57	46

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2019-2020 4th Qtr
51	Puerto Rico U S Virgin Islands	New Clubs Charter Members New Members Drops Net Growth	3 37 88 124 10
60	Various	New Clubs Charter Members New Members Drops Net Growth	0 0 78 164 -78
Total		New Clubs Charter Members New Members Drops Net Growth	3 37 166 288 -68

MD Wise Analysis

MD	GMT Area	CA 1	2019-2020	2020-2021
18	Georgia	New Clubs	1	5
		Charter Members	25	134
		New Members	355	440
		Drops	573	754
		Net Growth	-147	-124
31	North Carolina	New Clubs	0	2
		Charter Members	25	68
		New Members	331	322
		Drops	796	748
		Net Growth	-374	-289
32	South Carolina	New Clubs	0	1
		Charter Members	7	32
		New Members	194	270
		Drops	510	428
		Net Growth	-273	-84
35	Aruba Bahamas Florida	New Clubs	1	8
		Charter Members	46	221
		New Members	497	824
		Drops	1229	1020
		Net Growth	-478	184
Total		New Clubs	2	16
		Charter Members	103	455
		New Members	1377	1856
		Drops	3108	2950
		Net Growth	-1272	-313

June (Only) Results

MD	GMT Area	CA 1	Jun-20	Jun-21
18	Georgia	New Clubs	1	1
		Charter Members	24	24
		New Members	30	74
		Drops	112	142
		Net Growth	-55	-15
31	North Carolina	New Clubs	0	0
		Charter Members	0	12
		New Members	13	72
		Drops	165	155
		Net Growth	-147	-59
32	South Carolina	New Clubs	0	0
		Charter Members	0	1
		New Members	11	56
		Drops	119	78
		Net Growth	-103	-15
35	Aruba Bahamas Florida	New Clubs	0	2
		Charter Members	3	49
		New Members	22	153
		Drops	358	334
		Net Growth	-318	-104
Total		New Clubs	1	3
		Charter Members	27	86
		New Members	76	355
		Drops	754	709
		Net Growth	-623	-193

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2019-2020 4th Qtr
18	Georgia	New Clubs Charter Members New Members Drops Net Growth	1 24 48 186 -108
31	North Carolina	New Clubs Charter Members New Members Drops Net Growth	0 0 46 259 -203
32	South Carolina	New Clubs Charter Members New Members Drops Net Growth	0 2 21 171 -139
35	Aruba Bahamas Florida	New Clubs Charter Members New Members Drops Net Growth	1 25 46 474 -378
Total		New Clubs Charter Members New Members Drops Net Growth	2 51 161 1090 -828

MD Wise Analysis

MD	GMT Area	CA 1	2019-2020	2020-2021
12	Tennessee	New Clubs	1	2
		Charter Members	37	35
		New Members	289	339
		Drops	721	621
		Net Growth	-310	-197
30	Mississippi	New Clubs	1	0
		Charter Members	25	1
		New Members	147	127
		Drops	399	277
		Net Growth	-206	-107
34	Alabama	New Clubs	1	3
		Charter Members	28	83
		New Members	256	293
		Drops	429	500
		Net Growth	-124	-73
43	Kentucky	New Clubs	1	0
		Charter Members	23	2
		New Members	198	246
		Drops	492	507
		Net Growth	-236	-230
Total		New Clubs	4	5
		Charter Members	113	121
		New Members	890	1005
		Drops	2041	1905
		Net Growth	-876	-607

June (Only) Results

MD	GMT Area	CA 1	Jun-20	Jun-21
12	Tennessee	New Clubs	0	0
		Charter Members	2	0
		New Members	12	37
		Drops	169	106
		Net Growth	-141	-64
30	Mississippi	New Clubs	0	0
		Charter Members	0	0
		New Members	11	15
		Drops	83	39
		Net Growth	-67	-24
34	Alabama	New Clubs	0	1
		Charter Members	0	22
		New Members	10	62
		Drops	59	73
		Net Growth	-48	17
43	Kentucky	New Clubs	0	0
		Charter Members	0	2
		New Members	5	37
		Drops	103	85
		Net Growth	-89	-43
Total		New Clubs	0	1
		Charter Members	2	24
		New Members	38	151
		Drops	414	303
		Net Growth	-345	-114

Statement for 4th Quarter Results (previous 3 years)

MD	GMT Area	CA 1	2019-2020 4th Qtr
12	Tennessee	New Clubs Charter Members New Members Drops Net Growth	0 2 27 263 -214
30	Mississippi	New Clubs Charter Members New Members Drops Net Growth	0 0 22 115 -86
34	Alabama	New Clubs Charter Members New Members Drops Net Growth	0 0 33 92 -55
43	Kentucky	New Clubs Charter Members New Members Drops Net Growth	0 2 14 143 -118
Total		New Clubs Charter Members New Members Drops Net Growth	0 4 96 613 -473

MD Wise Analysis

MD	GMT Area	CA 1	2020-2021
19	British Columbia Idaho Washington	New Clubs	1
		Charter Members	18
		New Members	384
		Drops	919
		Net Growth	-414
Total		New Clubs	1
		Charter Members	18
		New Members	384
		Drops	919
		Net Growth	-414

MD Wise Analysis

MD	GMT Area	CA 1	2020-2021
N	Maine	New Clubs	0
		Charter Members	0
		New Members	9
		Drops	23
		Net Growth	-13
Total		New Clubs	0
		Charter Members	0
		New Members	9
		Drops	23
		Net Growth	-13

