

MONTHLY MEMBERSHIP PROGRESS REPORT

LOCATION CALIFORNIA

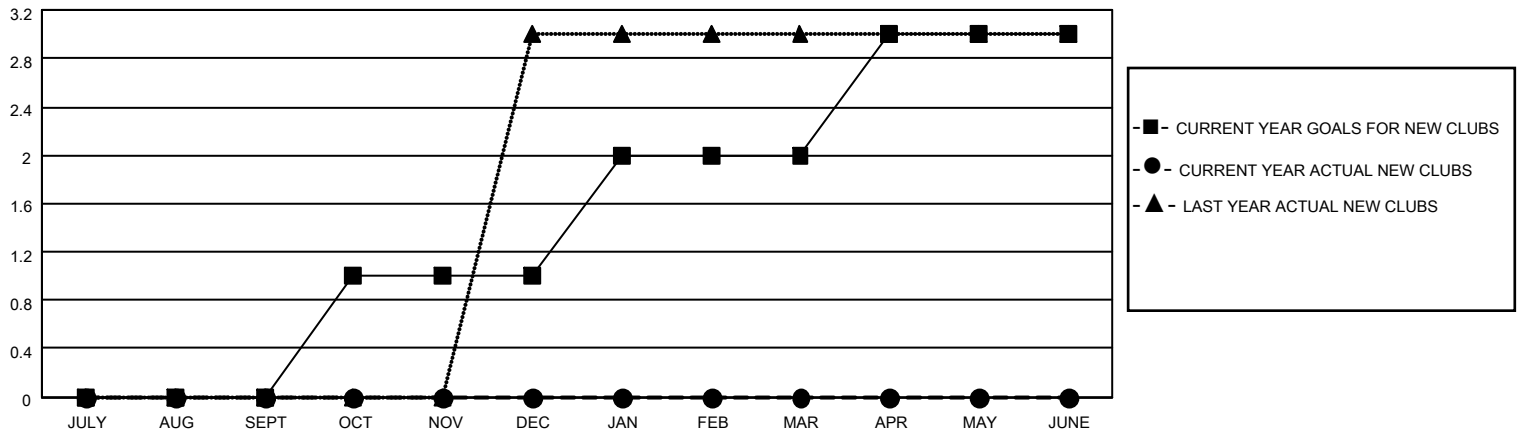
District 4 L3

Results as of: 12/31/2020

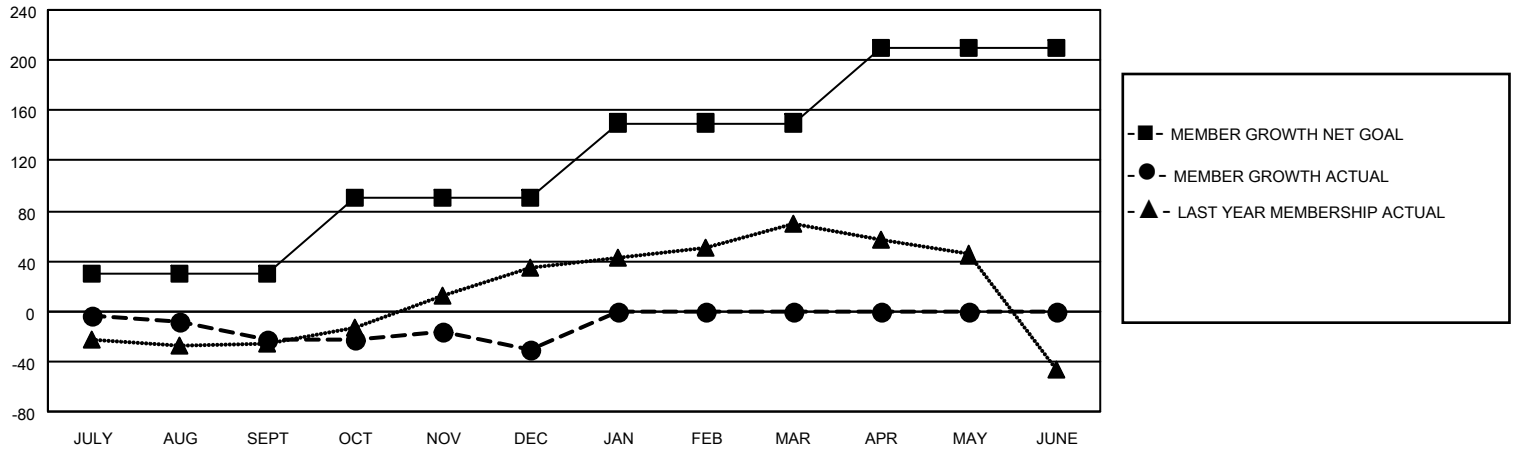
| Clubs | | | |
|-----------------------|---------------|-----------|---------------|
| RESULTS FOR 2020-2021 | | | |
| QUARTER | NEW CLUB GOAL | NEW CLUBS | DROPPED CLUBS |
| JULY/AUG/SEPT | 0 | 0 | 0 |
| OCT/NOV/DEC | 1 | 0 | 0 |
| JAN/FEB/MAR | 1 | 0 | 0 |
| APR/MAY/JUNE | 1 | 0 | 0 |

| Members | | | |
|-----------------------|------------------------|----------------------|---|
| RESULTS FOR 2020-2021 | | | |
| QUARTER | MEMBER GROWTH NET GOAL | MEMBER GROWTH ACTUAL | DROPPED MEMBERS ACTUAL (including transfers) |
| JULY/AUG/SEPT | 30 | 37 | 52 |
| OCT/NOV/DEC | 60 | 48 | 56 |
| JAN/FEB/MAR | 60 | 0 | 0 |
| APR/MAY/JUNE | 60 | 0 | 0 |

GOALS AND ACTUAL NEW CLUBS CUMULATIVE



GOALS AND ACTUAL MEMBERS CUMULATIVE



| | | | | | | | | | | | | | | |
|---|--|--|----------------|---|-------|-----|--------------|------------|--|--|---------------------------|-----|---------------------------------|-----|
| DROPPED CLUBS: 0 | 20 CLUBS OF 62 ADDED 1 OR MORE NEW MEMBERS | <p style="text-align: center;"><u>GENDER DISTRIBUTION</u></p> <p>MALE 643 (53.05%)</p> <p>FEMALE 569 (46.95%)</p> | | | | | | | | | | | | |
| <p style="text-align: center;"><u>DROPPED MEMBERS</u></p> <table style="width: 100%; border-collapse: collapse;"> <tr><td>DECEASED</td><td style="text-align: right;">8</td></tr> <tr><td>CLUB CANCELLED</td><td style="text-align: right;">0</td></tr> <tr><td>OTHER</td><td style="text-align: right;">100</td></tr> <tr style="border-top: 1px solid black;"><td>TOTAL</td><td style="text-align: right;">108</td></tr> </table> | DECEASED | 8 | CLUB CANCELLED | 0 | OTHER | 100 | TOTAL | 108 | <p>CLICK HERE FOR CUMULATIVE MEMBERSHIP DATA</p> | <table style="width: 100%; border-collapse: collapse;"> <tr><td>TOTAL FAMILY UNIT MEMBERS</td><td style="text-align: right;">310</td></tr> <tr><td>FAMILY MEMBERS PAYING HALF DUES</td><td style="text-align: right;">167</td></tr> </table> | TOTAL FAMILY UNIT MEMBERS | 310 | FAMILY MEMBERS PAYING HALF DUES | 167 |
| DECEASED | 8 | | | | | | | | | | | | | |
| CLUB CANCELLED | 0 | | | | | | | | | | | | | |
| OTHER | 100 | | | | | | | | | | | | | |
| TOTAL | 108 | | | | | | | | | | | | | |
| TOTAL FAMILY UNIT MEMBERS | 310 | | | | | | | | | | | | | |
| FAMILY MEMBERS PAYING HALF DUES | 167 | | | | | | | | | | | | | |