



Understanding the Membership Growth Index

Overview

Analysis of long-term membership trends across 30 Districts and over 1,600 Rotary clubs has yielded a single metric that predicts with better than 80% certainty whether a club will grow or decline during the coming year. A District leadership team can therefore focus its attention and communication on its most-challenged clubs, and also identify where to look for best practices and membership know-how in successful clubs.

What is the Membership Growth Index (MGI)?

The MGI is simply the percentage net gain or loss of members in a club over a 3-year period -- for example, July 1, 2018 membership compared to July 1, 2015. Thus, a club with 40 members on July 1, 2015 that grows to 44 members by July 1, 2018 has grown by 10% -- an MGI of +10. A neighboring club that declined from 40 members to 36 over the same period has an MGI of -10.

3 years is a good measurement interval for two reasons. First, it takes some year-to-year "noise" out of the data. Secondly, 3-year history of members terminated and added per club is readily available through the "Member Viability and Growth" report available in Rotary Club Central.

How does the MGI work?

We've all heard, "Success breeds success." The same can unfortunately be said about failure and the MGI data bears out both statements. Successful clubs continue to grow, and failing clubs continue to decline year after year, **unless something changes**. Sadly, for many failing clubs, most don't make the changes necessary to turn around their culture of decline. On the other hand, a successful club will sometimes "lose the formula" and take a tumble in membership, usually due to the club's choice of leadership.

Clubs fall into one of three groups:

- **Growth** clubs -- MGIs of +5 and above. These clubs have a better than 80% likelihood of continuing to grow in coming years, **unless something changes**.
- **Fragile Balance** clubs -- MGIs between +5 and -5. Basically, "breakeven" membership performance over the 3-year window. These clubs can go either way, and some rock along in the same group year after year with others moving towards growth or decline from there.
- **Chronic Decline** clubs -- MGIs less than -5. These clubs have a better than 80% likelihood of continuing on a downward membership trend in coming years, **unless something changes**.

What are the contributing factors?

There are only two:

- **Attrition Rate** -- The rate at which clubs lose members. The MGI Report calculates each club's actual attrition rate, on average, for the 3-year period measured. If a 40-member club terminates 12 members over the 3 years, an average of 4 per year, that's a 10% attrition rate. The calculation is based on each club's average membership over the 3 years.
- **Attraction Rate** -- The rate at which clubs attract new members. The MGI Report calculates each club's actual attraction rate, on average, for the 3-year period measured. If a 40-member club inducts 18 members over the 3 years, an average of 6 per year, that's a 15% attraction rate. The calculation is based on each club's average membership over the 3 years.

Clearly, **a club's attraction rate must exceed its attrition rate.**

Interpreting Attrition and Attraction Rates

Attrition and Retention -- A lot has been said about "retention" which is just the inverse of attrition. 85% retention is exactly the same as 15% attrition ($100\% - 85\% = 15\%$). The difference is that a club's attrition rate can be directly compared to its attraction rate.

One fact the MGI study confirmed is that **attrition is real**. People leave membership organizations every year. The average US trade association has an attrition rate of 15%. Rotary International (globally) has an attrition rate of 14.2%. Zone 33 has an attrition rate of 14.1%. Looking at Districts, average attrition rates fall in a very tight band - all Zone 33 districts but one are within 2% either side of the Zone average.

Clubs, on the other hand, vary widely. Attrition rates greater than 15% deserve a look, and at 20%+ one can conclude that something is wrong with the "product" -- the club experience. Members are voting with their feet. Remember that most new members join "Rotary", but most dissatisfied members leave the club, not Rotary.

Another interesting fact about attrition is that there's a "floor" at about 10% - the rate at which "life happens" to members and they leave for reasons over which the club has no control. While reducing attrition (increased retention) is an essential strategy for success, you can't **grow** your club through only that strategy. In fact, if a club's attrition rate is approaching 10%, there's not likely much more room for improvement. Keep doing whatever is working to keep members and turn your attention to attracting members at a higher rate. **The goal should be to keep attrition below 15% (or retention above 85%).**

Attraction -- It's been said, "We're pretty good at attracting people to Rotary and not that good at keeping them". That statement is not borne out by the MGI data. Many of our clubs are **not that good** at attracting new members. In fact, looking at clubs below the "Red Line" on the many Districts' MGI Report reveals that several clubs have attrition rates near or below the District average and are still declining. The fact is they've simply failed to recognize that attrition is real, and they need to set their sights on attracting members at a higher rate, then implement intentional strategies to do so. An attraction rate in single digits (below 10%) is a recipe for membership decline. **The goal for attraction rates should be 20% or higher.**

Analyzing your District's MGI Report

First, notice that MGIs have been calculated for not only the most recent year beginning July 1, (boxed in red) but also for prior years. Scan the clubs below the "Green Line". Notice how many have been there (**blue MGIs greater than +5**) for prior years as well. Success breeds success. These clubs have a **growth culture**.

Then scan the clubs below the "Red Line". Notice again how many have been in that group (**red MGIs less than -5**) or the Fragile Balance group (black MGIs between +5 and -5) in prior years. More interestingly, note how few of the Red Line clubs have ever had a Growth (blue) MGI. These clubs have a **culture of decline**.

This demonstrates how reliably predictive the MGI is. Clubs tend to stay in the same groups **unless something changes**, and it appears in most Rotary clubs that not much **does** change from year to year with respect to membership performance.

Then look at attrition and attraction rates, which hone in on the problem each club needs to solve. It's not very productive to try to improve an already-low attrition rate (near 10%). Focus instead on finding more new members. Likewise, a club exceeding 20% attrition (replacing itself every 5 years) probably wants to take a hard look at the club experience it's delivering. All those members are leaving for some reason(s), and it's probably more productive to find and fix those reasons than to work harder at replacing them faster.

As with business, we need carefully identify the problem we are trying to solve. Then we need to put strategies and tactics in place to create a **growth culture** within our clubs. Your Rotary Coordinator (RC) Team has Intentional Membership Growth Strategies that are proven to work successfully. We also have the top 6 Failed Strategies that Rotarians love and continue to use that just do not provide the results needed. Please leverage your RC Team to help your district consistently grow.

D-7550 Clubs
Sorted by 2018 Membership Growth Index (MGI)

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Green Line -- Growth Clubs -- 80%+ likelihood of continued growth, unless something changes																
Canyon Rim of Fayette	0	0	0	0	0	5	26	0.0	0.0	N/A	N/A	19.4%	2.0	103.2%	10.7	8.7
Barboursville (5702)	52	50	49	52	55	77	81	0.0	10.0	57.1	55.8	13.6%	9.7	27.2%	19.3	9.7
St. Albans (5729)	30	25	26	22	27	23	28	-26.7	8.0	-11.5	27.3	10.3%	2.7	17.9%	4.7	2.0
Princeton (5725)	50	69	70	64	70	73	80	28.0	1.4	4.3	25.0	11.7%	8.7	18.8%	14.0	5.3
Marlinton (5718)	22	21	21	14	20	18	17	-36.4	-4.8	-14.3	21.4	10.9%	2.0	16.4%	3.0	1.0
Beckley (5703)	93	85	76	73	81	81	82	-21.5	-4.7	6.6	12.3	14.3%	11.7	18.0%	14.7	3.0
White Sulphur Springs	22	19	20	19	19	22	21	-13.6	0.0	10.0	10.5	9.7%	2.0	12.9%	2.7	0.7
South Charleston (5734)	17	22	21	24	22	23	26	41.2	0.0	9.5	8.3	14.1%	3.3	16.9%	4.0	0.7
Summersville (73223)	62	65	60	59	50	54	63	-4.8	-23.1	-10.0	6.8	17.4%	9.7	19.8%	11.0	1.3
Subtotal Green Line												51.7		84.0	32.3	
Yellow Line -- Fragile Balance Clubs -- Could go either way, unless something changes																
Peterstown (5724)	10	9	14	11	11	12	11	10.0	22.2	-14.3	0.0	11.8%	1.3	11.8%	1.3	0.0
Charleston (5706)	218	214	205	209	209	198	202	-4.1	-2.3	-3.4	-3.3	9.7%	19.7	8.5%	17.3	-2.3
Subtotal Yellow Line												21.0		18.7	-2.3	
Red Line -- Chronic Membership Decline Clubs -- 80%+ likelihood of continued decline, unless something changes																
Milton (26490)	26	25	20	18	19	17	17	-30.8	-24.0	-15.0	-5.6	15.1%	2.7	13.2%	2.3	-0.3
Bluefield (5704)	65	62	60	62	60	60	58	-4.6	-3.2	0.0	-6.5	11.8%	7.0	9.6%	5.7	-1.3
Huntington (5710)	145	141	132	126	124	119	115	-13.1	-12.1	-9.8	-8.7	11.2%	13.3	8.1%	9.7	-3.7
Kimball W.V. (5713)	8	8	8	7	6	6	6	-12.5	-25.0	-25.0	-14.3	11.1%	0.7	5.6%	0.3	-0.3
Matewan (5719)	15	13	13	7	7	6	6	-53.3	-46.2	-53.8	-14.3	5.3%	0.3	0.0%	0.0	-0.3
Williamson (5735)	13	14	14	12	11	10	10	-7.7	-21.4	-28.6	-16.7	12.9%	1.3	6.5%	0.7	-0.7
Logan (5715)	22	22	23	25	21	21	20	13.6	-4.5	-8.7	-20.0	3.2%	0.7	-4.8%	-1.0	-1.7
Madison (5716)	29	23	21	20	19	16	16	-31.0	-17.4	-23.8	-20.0	13.7%	2.3	5.9%	1.0	-1.3
Hinton (5709)	11	12	14	16	17	15	12	45.5	41.7	7.1	-25.0	13.6%	2.0	4.5%	0.7	-1.3
Ceredo-Kenova (5705)	23	22	22	20	18	17	15	-13.0	-18.2	-22.7	-25.0	18.0%	3.0	8.0%	1.3	-1.7
Putnam County (30715)	58	55	43	46	52	40	34	-20.7	-5.5	-7.0	-26.1	32.5%	13.7	23.0%	9.7	-4.0
Western Greenbrier (5711)	11	12	13	10	10	8	7	-9.1	-16.7	-38.5	-30.0	40.0%	3.3	28.0%	2.3	-1.0
Lewisburg (5714)	114	115	114	100	84	64	68	-12.3	-27.0	-43.9	-32.0	26.9%	19.3	12.0%	8.7	-10.7
Charleston-Vandalia (5712)	67	61	60	51	47	39	34	-23.9	-23.0	-35.0	-33.3	24.2%	9.7	10.0%	4.0	-5.7
Whitesville (5734)	10	10	11	9	9	6	6	-10.0	-10.0	-45.5	-33.3	14.3%	1.0	0.0%	0.0	-1.0
Fayetteville (5708)	14	15	17	17	13	17	0	21.4	-13.3	0.0	-100.0	86.7%	8.7	30.0%	3.0	-5.7
Oak Hill (5722)	10	14	12	10	8	5	0	-30.8	-42.9	-58.3	-100.0	0.0%	0.0	-76.9%	-3.3	-3.3
Subtotal Red Line												89.0		45.0	-44.0	
Totals	1217	1203	1159	1103	1089	1052	1061					15.1%	161.7	13.8%	147.7	-14.0
Net Gain/Loss		-14	-44	-56	-14	-37	9					Distr. Avg.	15.1%		13.8%	
		Avg. Gain/Loss			-38	-35.67	-14					Average Annual Loss			14.0	

D-7570 Clubs
Sorted by 2017 Membership Growth Index (MGI)

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Green Line -- Growth Clubs -- 80%+ likelihood of continued growth, unless something changes																
Lexington Lunch	0	0	0	0	24	26	24	NA	NA	NA	NA	18.9%	4.7	51.4%	12.7	8.0
Botetourt County	8	8	8	7	3	3	27	-12.5	-62.5	-62.5	285.7	15.2%	1.7	75.8%	8.3	6.7
Giles County	12	10	12	12	16	15	20	0.0	60.0	25.0	66.7	3.9%	0.7	19.6%	3.3	2.7
Tri-Cities (Blountville)	16	12	12	9	10	11	14	-43.8	-16.7	-8.3	55.6	11.4%	1.3	25.7%	3.0	1.7
Buena Vista	6	6	7	7	6	10	10	16.7	0.0	42.9	42.9	0.0%	0.0	11.5%	1.0	1.0
Forest	16	17	23	23	23	28	31	43.8	35.3	21.7	34.8	17.1%	4.7	26.8%	7.3	2.7
Martinsville	36	38	32	31	34	39	41	-13.9	-10.5	21.9	32.3	5.3%	2.0	14.0%	5.3	3.3
Smith Mountain Lake	30	28	27	21	25	27	27	-30.0	-10.7	0.0	28.6	8.9%	2.3	16.5%	4.3	2.0
Lynchburg-Morning	46	41	43	49	58	63	59	6.5	41.5	46.5	20.4	15.6%	9.3	21.1%	12.7	3.3
Greeneville-Morning	12	11	10	10	12	10	12	-16.7	9.1	0.0	20.0	14.7%	1.7	20.6%	2.3	0.7
Stuart	32	36	39	41	48	49	49	28.1	33.3	25.6	19.5	11.6%	5.7	17.1%	8.3	2.7
Staunton-Augusta County	34	33	32	37	37	46	44	8.8	12.1	43.8	18.9	8.7%	3.7	14.2%	6.0	2.3
Hillsville	26	26	35	33	37	39	39	26.9	42.3	11.4	18.2	9.6%	3.7	14.8%	5.7	2.0
Christiansburg	20	18	14	11	11	12	13	-45.0	-38.9	-14.3	18.2	16.7%	2.0	22.2%	2.7	0.7
Altavista	21	16	18	13	17	20	15	-38.1	6.3	11.1	15.4	17.3%	3.0	21.2%	3.7	0.7
Kingsport	101	90	89	82	87	83	94	-18.8	-3.3	-6.7	14.6	4.9%	4.3	9.5%	8.3	4.0
Strasburg	24	23	21	21	18	22	24	-12.5	-21.7	4.8	14.3	9.4%	2.0	14.1%	3.0	1.0
Radford (Noon)	34	30	26	35	36	35	40	2.9	20.0	34.6	14.3	11.7%	4.3	16.2%	6.0	1.7
Pulaski	32	34	32	29	29	30	33	-9.4	-14.7	-6.3	13.8	13.0%	4.0	17.4%	5.3	1.3
Johnson City Evening	21	20	19	16	12	13	18	-23.8	-40.0	-31.6	12.5	14.0%	2.0	18.6%	2.7	0.7
Amherst	34	31	24	26	26	29	29	-23.5	-16.1	20.8	11.5	8.3%	2.3	11.9%	3.3	1.0
Elizabethton	30	25	23	26	27	26	29	-13.3	8.0	13.0	11.5	9.8%	2.7	13.4%	3.7	1.0
Salem	133	133	137	141	147	146	157	6.0	10.5	6.6	11.3	3.8%	5.7	7.3%	11.0	5.3
Woodstock	62	66	59	58	64	56	64	-6.5	-3.0	-5.1	10.3	7.1%	4.3	10.3%	6.3	2.0
Kingsport-Sunrise	19	15	14	20	22	21	22	5.3	46.7	50.0	10.0	7.7%	1.7	10.8%	2.3	0.7
Lynchburg	69	58	50	47	52	53	51	-31.9	-10.3	6.0	8.5	7.7%	4.0	10.3%	5.3	1.3
Scott County	27	28	25	25	25	27	27	-7.4	-10.7	8.0	8.0	12.7%	3.3	15.2%	4.0	0.7
New Market	34	36	28	25	27	27	27	-26.5	-25.0	-3.6	8.0	16.0%	4.3	18.5%	5.0	0.7
											Subtotal Green Line		91.3		153.0	61.7

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Yellow Line -- Fragile Balance Clubs -- Could go either way, unless something changes																
Roanoke Valley (Roanoke)	23	24	22	22	23	25	23	-4.3	-4.2	13.6	4.5	11.3%	2.7	12.7%	3.0	0.3
Winchester	186	179	180	172	164	167	177	-7.5	-8.4	-7.2	2.9	6.1%	10.3	7.1%	12.0	1.7
Staunton	90	96	99	100	95	95	101	11.1	-1.0	-4.0	1.0	7.6%	7.3	7.9%	7.7	0.3
Broadway-Timberville	28	29	28	31	31	32	31	10.7	6.9	14.3	0.0	7.4%	2.3	7.4%	2.3	0.0
Abingdon	63	66	66	64	65	66	64	1.6	-1.5	0.0	0.0	9.7%	6.3	9.7%	6.3	0.0
Radford	7	7	5	3	3	3	3	-57.1	-57.1	-40.0	0.0	0.0%	0.0	0.0%	0.0	0.0
Bristol Morning, Va.-Tn.	26	20	12	14	15	13	14	-46.2	-25.0	8.3	0.0	11.9%	1.7	11.9%	1.7	0.0
Mt. Jackson-Edinburg	16	14	12	13	13	12	13	-18.8	-7.1	0.0	0.0	28.9%	3.7	28.9%	3.7	0.0
Waynesboro-East Augusta	23	23	21	23	20	21	23	0.0	-13.0	0.0	0.0	6.3%	1.3	6.3%	1.3	0.0
Greeneville	29	29	26	23	20	21	23	-20.7	-31.0	-19.2	0.0	9.4%	2.0	9.4%	2.0	0.0
Floyd County	21	20	19	17	15	15	17	-19.0	-25.0	-21.1	0.0	10.6%	1.7	10.6%	1.7	0.0
Chatham	45	43	43	43	40	38	42	-4.4	-7.0	-11.6	-2.3	13.3%	5.3	12.5%	5.0	-0.3
Tazewell	37	36	40	38	32	37	37	2.7	-11.1	-7.5	-2.6	13.2%	4.7	12.3%	4.3	-0.3
Front Royal	101	100	91	83	85	77	80	-17.8	-15.0	-15.4	-3.6	11.6%	9.3	10.3%	8.3	-1.0
Johnson City	156	166	159	150	157	159	144	-3.8	-5.4	0.0	-4.0	14.8%	22.7	13.5%	20.7	-2.0
Harrisonburg	155	158	157	148	147	148	142	-4.5	-7.0	-5.7	-4.1	8.5%	12.3	7.1%	10.3	-2.0
Blacksburg	119	113	108	103	103	99	98	-13.4	-8.8	-8.3	-4.9	10.7%	10.7	9.0%	9.0	-1.7
Marion-Morning	34	33	36	41	41	39	39	20.6	24.2	8.3	-4.9	7.6%	3.0	5.9%	2.3	-0.7
Warren County	34	38	36	40	37	36	38	17.6	-2.6	0.0	-5.0	12.6%	4.7	10.8%	4.0	-0.7
Subtotal Yellow Line												112.0		105.7	-6.3	

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.	
Red Line -- Chronic Membership Decline Clubs -- 80%+ likelihood of continued decline, unless something changes																	
Danville-After Hours	0	34	36	39	44	38	37	NA	29.4	5.6	-5.1	21.8%	8.7	20.2%	8.0	-0.7	
Waynesboro	69	81	75	76	75	73	72	10.1	-7.4	-2.7	-5.3	11.4%	8.3	9.5%	7.0	-1.3	
Rockingham County	30	34	41	47	46	38	44	56.7	35.3	-7.3	-6.4	13.3%	5.7	10.9%	4.7	-1.0	
Martinsville UpTown	17	25	28	23	14	14	21	35.3	-44.0	-50.0	-8.7	24.5%	4.0	20.4%	3.3	-0.7	
Luray	38	37	37	34	30	32	31	-10.5	-18.9	-13.5	-8.8	14.0%	4.3	10.8%	3.3	-1.0	
Wytheville	70	68	63	64	62	59	58	-8.6	-8.8	-6.3	-9.4	14.0%	8.3	10.6%	6.3	-2.0	
Bridgewater	40	32	32	31	32	29	28	-22.5	0.0	-9.4	-9.7	9.0%	2.7	5.6%	1.7	-1.0	
Danville	70	65	63	60	59	55	54	-14.3	-9.2	-12.7	-10.0	8.3%	4.7	4.8%	2.7	-2.0	
Russell County	18	18	19	20	19	18	18	11.1	5.6	-5.3	-10.0	21.8%	4.0	18.2%	3.3	-0.7	
Bristol, Va.-Tn.	126	136	150	140	135	127	124	11.1	-0.7	-15.3	-11.4	12.7%	16.3	8.5%	11.0	-5.3	
Christiansburg-Blacksburg	57	55	58	52	50	49	46	-8.8	-9.1	-15.5	-11.5	13.8%	6.7	9.7%	4.7	-2.0	
Clarke County	36	33	36	34	30	30	30	-5.6	-9.1	-16.7	-11.8	8.9%	2.7	4.4%	1.3	-1.3	
Rocky Mount	46	47	45	50	46	42	44	8.7	-2.1	-6.7	-12.0	18.9%	8.3	14.4%	6.3	-2.0	
Henry County	19	17	16	15	14	12	13	-21.1	-17.6	-25.0	-13.3	12.8%	1.7	7.7%	1.0	-0.7	
Nelson County	21	20	18	19	18	18	16	-9.5	-10.0	0.0	-15.8	5.8%	1.0	0.0%	0.0	-1.0	
Washington County	31	38	40	38	32	30	32	22.6	-15.8	-25.0	-15.8	17.0%	5.3	10.6%	3.3	-2.0	
Marion	37	37	36	41	39	33	34	10.8	5.4	-8.3	-17.1	13.2%	4.7	6.6%	2.3	-2.3	
Covington-Hot Springs	33	30	30	29	30	27	24	-12.1	0.0	-10.0	-17.2	13.6%	3.7	7.4%	2.0	-1.7	
Johnson City Morning	34	33	36	39	40	33	32	14.7	21.2	-8.3	-17.9	16.2%	5.7	9.5%	3.3	-2.3	
Harrisonburg-Massanutten	40	39	36	44	39	35	36	10.0	0.0	-2.8	-18.2	12.7%	4.7	5.5%	2.0	-2.7	
Montgomery County	23	26	26	27	27	25	22	17.4	3.8	-3.8	-18.5	9.5%	2.3	2.7%	0.7	-1.7	
Kingsport-Downtown	36	35	31	35	29	29	28	-2.8	-17.1	-6.5	-20.0	17.4%	5.0	9.3%	2.7	-2.3	
Danville-Riverview	119	110	101	91	81	74	72	-23.5	-26.4	-26.7	-20.9	16.7%	12.7	8.4%	6.3	-6.3	
Bedford	17	20	25	32	33	29	25	88.2	65.0	16.0	-21.9	16.1%	4.7	8.0%	2.3	-2.3	
Glenvar	14	13	12	11	9	9	8	-21.4	-30.8	-25.0	-27.3	11.5%	1.0	0.0%	0.0	-1.0	
Bluefield	30	31	31	28	25	20	20	-6.7	-19.4	-35.5	-28.6	21.5%	4.7	9.2%	2.0	-2.7	
Mountain City	15	14	14	17	15	13	12	13.3	7.1	-7.1	-29.4	22.5%	3.0	10.0%	1.3	-1.7	
Roanoke-Downtown	36	34	41	40	38	41	28	11.1	11.8	0.0	-30.0	27.1%	9.7	15.9%	5.7	-4.0	
Lexington Sunrise	61	52	55	50	43	40	34	-18.0	-17.3	-27.3	-32.0	28.2%	11.0	14.5%	5.7	-5.3	
Lexington	38	39	36	39	40	37	26	2.6	2.6	2.8	-33.3	22.3%	7.7	9.7%	3.3	-4.3	
Frederick County	49	54	43	40	36	32	26	-18.4	-33.3	-25.6	-35.0	24.5%	7.7	9.6%	3.0	-4.7	
Roanoke	38	37	33	31	22	18	17	-18.4	-40.5	-45.5	-45.2	24.6%	4.7	0.0%	0.0	-4.7	
Unicoi County	14	14	15	17	13	15	9	21.4	-7.1	0.0	-47.1	35.1%	4.3	13.5%	1.7	-2.7	
The Blue Ridge-New Genera	43	37	42	37	20	20	19	-14.0	-45.9	-52.4	-48.6	50.8%	10.0	20.3%	4.0	-6.0	
Wytheville Morning	23	20	22	20	16	16	10	-13.0	-20.0	-27.3	-50.0	33.3%	4.7	9.5%	1.3	-3.3	
													Subtotal Red Line	204.3		117.7	-86.7
Totals	3390	3498	3441	3393	3340	3279	3299					Distr. Avg.	12.3%	407.7	11.4%	376.3	-31.3
		108	-57	-48	-53	-61	20						12.3%				
		3-Yr. Avg. Gain/Loss					-52.7	-54.0	-31.3						Annual Decline		31.3

D- 7600 Clubs
Sorted by 2018 Membership Growth Index (MGI)

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Green Line -- Growth Clubs -- 80%+ likelihood of continued growth, unless something changes																
Smithfield	17	19	20	21	21	21	34	23.5	10.5	5.0	61.9	7.9%	2.0	25.0%	6.3	4.3
Warwick	44	37	34	30	25	44	45	-31.8	-32.4	29.4	50.0	15.8%	6.0	28.9%	11.0	5.0
James River (Richmond)	10	18	24	19	25	23	26	90.0	38.9	-4.2	36.8	10.8%	2.7	20.3%	5.0	2.3
River City (Richmond)	21	21	16	15	14	18	20	-28.6	-33.3	12.5	33.3	3.8%	0.7	13.5%	2.3	1.7
Onancock	24	28	33	34	35	41	44	41.7	25.0	24.2	29.4	6.7%	2.7	15.0%	6.0	3.3
Cape Henry	50	55	57	51	58	69	60	2.0	5.5	21.1	17.6	13.4%	8.3	18.2%	11.3	3.0
Richmond	104	99	84	87	97	97	102	-16.3	-2.0	15.5	17.2	12.8%	12.7	17.9%	17.7	5.0
Cape Charles	29	28	30	28	28	33	32	-3.4	0.0	10.0	14.3	14.0%	4.3	18.3%	5.7	1.3
James City County	54	52	54	50	46	46	57	-7.4	-11.5	-14.8	14.0	15.4%	7.7	20.1%	10.0	2.3
Huguenot Trail	21	26	23	24	27	27	27	14.3	3.8	17.4	12.5	16.0%	4.3	19.8%	5.3	1.0
Henrico East	14	14	14	16	17	17	18	14.3	21.4	21.4	12.5	5.8%	1.0	9.6%	1.7	0.7
South Hill	59	50	43	42	41	43	47	-28.8	-18.0	0.0	11.9	8.4%	3.7	12.2%	5.3	1.7
Farmville	39	43	40	39	32	32	43	0.0	-25.6	-20.0	10.3	20.6%	7.3	24.3%	8.7	1.3
Goochland County	54	56	52	53	53	54	58	-1.9	-5.4	3.8	9.4	11.5%	6.3	14.5%	8.0	1.7
Hampton Roads (Norfolk)	67	60	56	51	56	57	55	-23.9	-6.7	1.8	7.8	9.5%	5.3	11.9%	6.7	1.3
Hanover County	28	23	27	27	28	26	29	-3.6	21.7	-3.7	7.4	13.3%	3.7	15.7%	4.3	0.7
The Historic Triangle-William	23	25	30	30	28	28	32	30.4	12.0	-6.7	6.7	18.2%	5.3	20.5%	6.0	0.7
Town Center Virginia Beach	21	27	27	33	32	30	35	57.1	18.5	11.1	6.1	17.5%	5.7	19.6%	6.3	0.7
											Subtotal Green Line		89.7		127.7	38.0

Club	01-Jul 2012 Mbrs	01-Jul 2013 Mbrs	01-Jul 2014 Mbrs	01-Jul 2015 Mbrs	01-Jul 2016 Mbrs	01-Jul 2017 Mbrs	01-Jul 2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.	
Yellow Line -- Fragile Balance Clubs -- Could go either way, unless something changes																	
Brandermill (Midlothian)	32	31	25	26	26	25	27	-18.8	-16.1	0.0	3.8	11.5%	3.0	12.8%	3.3	0.3	
West Richmond	75	79	84	87	90	94	90	16.0	13.9	11.9	3.4	5.8%	5.3	6.9%	6.3	1.0	
Powhatan County	56	57	54	60	70	67	62	7.1	22.8	24.1	3.3	7.0%	4.7	8.0%	5.3	0.7	
South Boston	29	27	29	34	32	32	35	17.2	18.5	10.3	2.9	10.1%	3.3	11.1%	3.7	0.3	
Franklin	45	46	46	49	53	51	50	8.9	15.2	10.9	2.0	7.8%	4.0	8.4%	4.3	0.3	
Norfolk	142	135	140	133	124	130	134	-6.3	-8.1	-7.1	0.8	11.1%	14.3	11.3%	14.7	0.3	
Western Henrico County	61	58	53	52	56	54	52	-14.8	-3.4	1.9	0.0	10.5%	5.7	10.5%	5.7	0.0	
Emporia	29	29	31	33	39	36	33	13.8	34.5	16.1	0.0	13.9%	5.0	13.9%	5.0	0.0	
Lawrenceville	32	27	29	30	31	28	30	-6.3	14.8	-3.4	0.0	7.9%	2.3	7.9%	2.3	0.0	
Chester	30	22	24	25	22	25	25	-16.7	0.0	4.2	0.0	12.5%	3.0	12.5%	3.0	0.0	
Short Pump-Henrico County	21	15	13	13	11	11	13	-38.1	-26.7	-15.4	0.0	20.0%	2.3	20.0%	2.3	0.0	
Chesapeake	95	102	108	107	105	100	106	12.6	2.9	-7.4	-0.9	10.3%	10.7	10.0%	10.3	-0.3	
South Richmond	77	77	71	71	71	77	70	-7.8	-7.8	8.5	-1.4	7.8%	5.7	7.3%	5.3	-0.3	
Exmore	37	34	36	39	37	35	38	5.4	8.8	-2.8	-2.6	8.2%	3.0	7.3%	2.7	-0.3	
Mechanicsville	29	30	28	29	28	26	28	0.0	-6.7	-7.1	-3.4	11.0%	3.0	9.8%	2.7	-0.3	
New Kent County	30	30	36	28	32	29	27	-6.7	6.7	-19.4	-3.6	26.1%	7.7	25.0%	7.3	-0.3	
North Suffolk	56	54	61	63	67	66	60	12.5	24.1	8.2	-4.8	9.8%	6.3	8.3%	5.3	-1.0	
													Subtotal Yellow Line	89.3		89.7	0.0

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	3-Yr. Avg. Attrition	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.	
Yellow Line -- Fragile Balance Clubs -- Could go either way, unless something changes																	
Manassas-Bull Run	28	26	22	20	18	20	21	-28.6	-30.8	-9.1	5.0	15.3%	3.0	16.9%	3.3	0.3	
Springfield	24	23	19	21	22	24	22	-12.5	-4.3	26.3	4.8	7.4%	1.7	8.8%	2.0	0.3	
Warsaw	39	43	42	43	39	41	44	10.3	-9.3	-2.4	2.3	10.5%	4.3	11.3%	4.7	0.3	
Warrenton	68	61	63	62	69	68	62	-8.8	13.1	7.9	0.0	6.0%	4.0	6.0%	4.0	0.0	
Leesburg	55	56	56	56	57	57	56	1.8	1.8	1.8	0.0	8.8%	5.0	8.8%	5.0	0.0	
North Stafford	25	17	22	23	23	15	23	-8.0	35.3	-31.8	0.0	26.2%	5.3	26.2%	5.3	0.0	
Centreville and Chantilly	14	15	17	20	19	22	20	42.9	26.7	29.4	0.0	8.2%	1.7	8.2%	1.7	0.0	
Northern Neck (Lancaste	16	17	14	15	17	16	15	-6.3	0.0	14.3	0.0	16.7%	2.7	16.7%	2.7	0.0	
Rosslyn-Fort Myer	8	13	13	13	15	14	13	62.5	15.4	7.7	0.0	26.2%	3.7	26.2%	3.7	0.0	
Fairfax	96	96	88	72	69	71	71	-25.0	-28.1	-19.3	-1.4	15.2%	10.7	14.7%	10.3	-0.3	
McLean	59	61	53	52	53	55	51	-11.9	-13.1	3.8	-1.9	10.1%	5.3	9.4%	5.0	-0.3	
Tysons Corner	39	37	39	41	39	37	40	5.1	5.4	-5.1	-2.4	18.1%	7.0	17.2%	6.7	-0.3	
West Springfield	37	39	41	41	45	42	40	10.8	15.4	2.4	-2.4	11.0%	4.7	10.2%	4.3	-0.3	
Gainesville-Haymarket	29	32	35	37	36	34	36	27.6	12.5	-2.9	-2.7	16.0%	5.7	15.1%	5.3	-0.3	
Woodbridge	34	31	31	33	32	32	32	-2.9	3.2	3.2	-3.0	6.3%	2.0	5.2%	1.7	-0.3	
Vienna	68	69	68	63	70	70	61	-7.4	1.4	2.9	-3.2	10.9%	7.3	10.0%	6.7	-0.7	
													Subtotal Yellow Line	74.0		72.3	-1.7

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	3-Yr. Avg. Attrition	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.	
Red Line -- Chronic Membership Decline Clubs -- 80%+ likelihood of continued decline, unless something changes																	
Louisa County	18	20	20	18	19	20	17	0.0	-5.0	0.0	-5.6	12.5%	2.3	10.7%	2.0	-0.3	
Bailey's Crossroads	60	56	54	74	74	71	69	23.3	32.1	31.5	-6.8	5.1%	3.7	2.8%	2.0	-1.7	
Albemarle County	60	60	63	62	59	59	57	3.3	-1.7	-6.3	-8.1	14.9%	8.7	12.0%	7.0	-1.7	
Alexandria	135	129	124	126	117	114	115	-6.7	-9.3	-8.1	-8.7	11.8%	13.7	8.7%	10.0	-3.7	
Herndon	69	71	71	67	59	62	60	-2.9	-16.9	-12.7	-10.4	12.7%	7.7	8.8%	5.3	-2.3	
West Point	25	25	22	24	20	19	21	-4.0	-20.0	-13.6	-12.5	16.7%	3.3	11.7%	2.3	-1.0	
Gloucester Point	43	41	38	35	36	29	30	-18.6	-12.2	-23.7	-14.3	14.7%	4.7	9.5%	3.0	-1.7	
King George-Dahlgren	0	20	21	19	19	19	16	N/A	-5.0	-9.5	-15.8	9.3%	1.7	3.7%	0.7	-1.0	
Great Falls	94	91	73	56	51	46	47	-40.4	-44.0	-37.0	-16.1	29.2%	14.0	22.9%	11.0	-3.0	
Tappahannock	58	53	60	51	49	41	42	-12.1	-7.5	-31.7	-17.6	23.5%	10.3	16.7%	7.3	-3.0	
Charlottesville	62	65	62	54	57	48	41	-12.9	-12.3	-22.6	-24.1	21.9%	10.7	13.0%	6.3	-4.3	
Purcellville	41	41	46	44	42	38	33	7.3	2.4	-17.4	-25.0	12.4%	4.7	2.7%	1.0	-3.7	
Dulles International Airp	46	35	33	35	37	34	26	-23.9	5.7	3.0	-25.7	33.0%	10.7	23.7%	7.7	-3.0	
Dunn Loring-Merrifield	22	21	25	29	30	23	21	31.8	42.9	-8.0	-27.6	16.2%	4.0	5.4%	1.3	-2.7	
Reston	32	27	26	28	32	25	20	-12.5	18.5	-3.8	-28.6	15.6%	4.0	5.2%	1.3	-2.7	
Kilmarnock-Irvington-Wi	40	40	41	40	32	36	28	0.0	-20.0	-12.2	-30.0	21.9%	7.0	9.4%	3.0	-4.0	
Crystal City-Pentagon (A	34	30	25	28	23	24	19	-17.6	-23.3	-4.0	-32.1	16.7%	3.7	3.0%	0.7	-3.0	
Gloucester	39	34	37	37	31	26	23	-5.1	-8.8	-29.7	-37.8	21.3%	5.7	3.8%	1.0	-4.7	
Dulles South	0	0	0	17	12	6	7	N/A	N/A	N/A	-58.8	92.0%	7.7	52.0%	4.3	-3.3	
Caroline County	15	17	19	15	12	10	6	0.0	-29.4	-47.4	-60.0	39.3%	3.7	7.1%	0.7	-3.0	
												Subtotal Red Line		131.7		78.0	-53.7
Totals	2200	2186	2167	2169	2177	2185	2166					14.3%	312.0	14.3%	311.0	-1.0	
		-14	-19	2	8	8	-19					Distr. Avg.		14.3%			
		3-Yr. Avg. Gain/Loss			-3.0	6.0	-1.0						Avg. Annual GAIN		0.0%	-1.0	

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.	
Red Line -- Chronic Membership Decline Clubs -- 80%+ likelihood of continued decline, unless something changes																	
Sykesville	39	41	40	38	39	36	36	-2.6	-4.9	-10.0	-5.3	8.1%	3.0	6.3%	2.3	-0.7	
Rockville	35	32	32	30	35	32	28	-14.3	9.4	0.0	-6.7	20.0%	6.3	17.9%	5.7	-0.7	
Annapolis	157	150	143	134	135	131	124	-14.6	-10.0	-8.4	-7.5	12.6%	16.3	10.0%	13.0	-3.3	
BWI Airport	8	10	14	13	10	10	12	62.5	0.0	-28.6	-7.7	12.5%	1.3	9.4%	1.0	-0.3	
Dupont Circle Washington	36	39	33	37	32	39	34	2.8	-17.9	18.2	-8.1	30.5%	10.7	27.6%	9.7	-1.0	
College Park	40	42	40	37	40	40	34	-7.5	-4.8	0.0	-8.1	14.0%	5.3	11.4%	4.3	-1.0	
Upper Marlboro	18	18	19	23	25	21	21	27.8	38.9	10.5	-8.7	10.4%	2.3	7.5%	1.7	-0.7	
Aberdeen	41	43	42	46	41	40	42	12.2	-4.7	-4.8	-8.7	13.0%	5.3	9.8%	4.0	-1.3	
Baltimore	47	38	44	45	41	42	41	-4.3	7.9	-4.5	-8.9	16.1%	6.7	12.9%	5.3	-1.3	
Silver Spring-Kensington	11	20	20	20	18	21	18	81.8	-10.0	5.0	-10.0	22.8%	4.3	19.3%	3.7	-0.7	
Lexington Park	102	92	104	84	78	79	72	-17.6	-15.2	-24.0	-14.3	13.1%	10.0	7.9%	6.0	-4.0	
Parole (Annapolis)	76	69	63	65	65	66	55	-14.5	-5.8	4.8	-15.4	12.9%	8.0	7.5%	4.7	-3.3	
Westminster	50	52	44	45	47	47	38	-10.0	-9.6	6.8	-15.6	15.2%	6.7	9.8%	4.3	-2.3	
North Bethesda	39	35	36	37	39	33	31	-5.1	11.4	-8.3	-16.2	12.6%	4.3	6.8%	2.3	-2.0	
Laurel	18	16	14	12	11	10	10	-33.3	-31.3	-28.6	-16.7	9.7%	1.0	3.2%	0.3	-0.7	
Columbia	27	26	27	24	24	22	20	-11.1	-7.7	-18.5	-16.7	12.1%	2.7	6.1%	1.3	-1.3	
Bethesda-Chevy Chase	69	69	73	71	71	63	58	2.9	2.9	-13.7	-18.3	9.9%	6.3	3.1%	2.0	-4.3	
South Anne Arundel County	29	36	38	43	42	36	34	48.3	16.7	-5.3	-20.9	18.8%	7.0	10.7%	4.0	-3.0	
Prince George's County	22	20	20	19	22	17	15	-13.6	10.0	-15.0	-21.1	37.0%	6.7	29.6%	5.3	-1.3	
Washington	152	163	161	167	165	143	130	9.9	1.2	-11.2	-22.2	22.1%	32.3	13.7%	20.0	-12.3	
Havre de Grace	13	11	8	9	7	7	7	-30.8	-36.4	-12.5	-22.2	14.3%	1.0	4.8%	0.3	-0.7	
Crofton	22	24	26	27	30	24	21	22.7	25.0	-7.7	-22.2	17.3%	4.3	9.3%	2.3	-2.0	
Prince Frederick	20	23	25	20	20	16	15	0.0	-13.0	-36.0	-25.0	21.6%	3.7	11.8%	2.0	-1.7	
Annapolis Evening, Anne Arundel	22	18	17	15	18	12	11	-31.8	0.0	-29.4	-26.7	17.1%	2.3	7.3%	1.0	-1.3	
Ellicott City Sunrise	29	30	29	28	23	19	20	-3.4	-23.3	-34.5	-28.6	21.0%	4.3	8.1%	1.7	-2.7	
Pikesville - Owings Mills	22	24	25	27	24	21	19	22.7	0.0	-16.0	-29.6	25.0%	5.3	12.5%	2.7	-2.7	
Lake Shore-Severna Park	24	27	32	30	28	24	21	25.0	3.7	-25.0	-30.0	23.3%	5.7	11.0%	2.7	-3.0	
Olney	9	19	26	20	19	15	13	122.2	0.0	-42.3	-35.0	51.1%	8.0	36.2%	5.7	-2.3	
Fredericktowne (Frederick)	35	34	33	33	31	22	21	-5.7	-8.8	-33.3	-36.4	23.0%	5.7	6.8%	1.7	-4.0	
Potomac-Bethesda	17	16	19	19	15	14	12	11.8	-6.3	-26.3	-36.8	19.5%	2.7	2.4%	0.3	-2.3	
Hunt Valley	31	28	24	30	29	20	17	-3.2	3.6	-16.7	-43.3	31.8%	7.0	12.1%	2.7	-4.3	
Bel Air	44	43	48	43	45	28	24	-2.3	4.7	-41.7	-44.2	34.0%	11.0	14.4%	4.7	-6.3	
Federal City (Washington, DC)	0	0	39	37	29	18	16	N/A	N/A	-53.8	-56.8	68.3%	14.3	34.9%	7.3	-7.0	
Beltsville	0	0	14	15	0	0	0	N/A	N/A	-100.0	-100.0	33.3%	5.0	0.0%	0.0	-5.0	
Clarksville	0	0	12	14	0	0	0	0.0	0.0	0.0	-100.0	33.3%	4.7	0.0%	0.0	-4.7	
Waldorf	18	19	19	15	15	0	0	-16.7	-21.1	-100.0	-100.0	33.3%	5.0	0.0%	0.0	-5.0	
West Anne Arundel (Odenton)	18	18	17	14	15	10	0	-22.2	-16.7	-41.2	-100.0	80.0%	6.7	24.0%	2.0	-4.7	
Towson	16	16	15	20	17	15	0	25.0	6.3	0.0	-100.0	71.9%	7.7	9.4%	1.0	-6.7	
												Subtotal Red Line		251.0		139.0	-112.0
Totals	2231	2218	2287	2302	2286	2164	2181					17.5%	387.0	15.7%	346.7	-40.3	
			-13	69	15	-16	-122					Distr. Avg.		17.5%			
			3-Yr. Avg. Gain/Loss		22.7	-41.0	-40.3					Avg. Annual Decline		1.8%			

D- 7630 Clubs
Sorted by 2018 Membership Growth Index (MGI)

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Green Line -- Growth Clubs -- 80%+ likelihood of continued growth, unless something changes																
Kent Island	0	0	0	0	35	37	34	N/A	N/A	N/A	N/A	17.0%	6.0	49.1%	17.3	11.3
Long Neck Sunrise	17	13	10	15	18	16	21	-11.8	38.5	60.0	40.0	21.8%	4.0	32.7%	6.0	2.0
Ocean City-Berlin	10	9	12	12	13	12	16	20.0	44.4	0.0	33.3	7.3%	1.0	17.1%	2.3	1.3
Elkton	38	33	33	32	31	30	41	-15.8	-6.1	-9.1	28.1	10.8%	3.7	19.6%	6.7	3.0
Milford	17	19	20	22	26	27	28	29.4	36.8	35.0	27.3	9.9%	2.7	17.3%	4.7	2.0
Smyrna-Clayton	24	25	21	27	27	28	33	12.5	8.0	33.3	22.2	5.7%	1.7	12.5%	3.7	2.0
Chestertown	29	25	20	20	20	23	24	-31.0	-20.0	15.0	20.0	9.0%	2.0	14.9%	3.3	1.3
Rehoboth Beach Sunrise	31	29	34	37	41	44	43	19.4	41.4	29.4	16.2	18.8%	8.0	23.4%	10.0	2.0
Christiana	27	24	29	29	25	30	33	7.4	4.2	3.4	13.8	12.5%	3.7	17.0%	5.0	1.3
Georgetown-Millsboro	39	32	30	30	32	39	34	-23.1	0.0	30.0	13.3	11.4%	4.0	15.2%	5.3	1.3
Dover Downtown	24	21	21	27	25	22	30	12.5	19.0	4.8	11.1	15.6%	4.0	19.5%	5.0	1.0
Newark-Morning	41	36	39	39	39	43	43	-4.9	8.3	10.3	10.3	8.8%	3.7	12.0%	5.0	1.3
St. Michaels	46	46	46	42	49	48	46	-8.7	6.5	4.3	9.5	9.1%	4.3	11.9%	5.7	1.3
Nanticoke/Seaford	28	29	25	41	48	48	44	46.4	65.5	92.0	7.3	8.6%	4.0	10.7%	5.0	1.0
Brandywine Hundred	24	26	19	29	28	30	31	20.8	7.7	57.9	6.9	10.1%	3.0	12.4%	3.7	0.7
											Subtotal Green Line		55.7		88.7	33.0

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Yellow Line -- Fragile Balance Clubs -- Could go either way, unless something changes																
Cambridge	51	51	47	48	53	49	49	-5.9	3.9	4.3	2.1	12.6%	6.3	13.2%	6.7	0.3
Dover Capital City	65	66	56	71	76	81	71	9.2	15.2	44.6	0.0	14.9%	11.3	14.9%	11.3	0.0
Southern Sussex (Selbyville)	17	12	13	15	15	19	15	-11.8	25.0	46.2	0.0	18.4%	3.0	18.4%	3.0	0.0
Wicomico County	52	50	52	52	55	54	52	0.0	10.0	3.8	0.0	10.6%	5.7	10.6%	5.7	0.0
Southern New Castle Count	12	11	13	12	12	12	12	0.0	9.1	-7.7	0.0	5.6%	0.7	5.6%	0.7	0.0
North East	21	21	24	24	24	22	24	14.3	14.3	-8.3	0.0	12.9%	3.0	12.9%	3.0	0.0
Snow Hill	22	27	28	33	24	28	32	50.0	-11.1	0.0	-3.0	20.2%	5.7	19.0%	5.3	-0.3
Wilmington West	31	31	31	31	36	36	30	0.0	16.1	16.1	-3.2	15.7%	5.3	14.7%	5.0	-0.3
Subtotal Yellow Line													41.0		40.7	-0.3

D- 7670 Clubs
Sorted by 2018 Membership Growth Index (MGI)

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Green Line -- Growth Clubs -- 80%+ likelihood of continued growth, unless something changes																
Asheville-Biltmore	30	32	32	32	36	51	51	6.7	12.5	59.4	59.4	5.9%	2.3	18.8%	8.7	6.3
Pisgah Forest	42	41	39	44	47	47	59	4.8	14.6	20.5	34.1	8.7%	4.0	17.6%	9.0	5.0
Catawba Valley (Conover)	37	29	29	29	33	37	38	-21.6	13.8	27.6	31.0	14.1%	4.7	21.3%	7.7	3.0
Burnsville	9	8	6	10	9	12	13	11.1	12.5	100.0	30.0	22.6%	2.3	29.4%	3.3	1.0
Lenoir	71	78	78	67	68	67	84	-5.6	-12.8	-14.1	25.4	8.9%	6.0	16.0%	11.7	5.7
Avery County	13	17	17	16	18	19	20	23.1	5.9	11.8	25.0	18.9%	3.3	24.6%	4.7	1.3
Waynesville-Sunrise	14	14	13	14	16	14	17	0.0	14.3	7.7	21.4	25.0%	3.7	29.8%	4.7	1.0
Clay County	31	22	13	10	12	13	12	-67.7	-45.5	0.0	20.0	11.4%	1.3	16.2%	2.0	0.7
Lincolnton-Sunrise	20	15	17	17	18	18	20	-15.0	20.0	5.9	17.6	13.2%	2.3	17.9%	3.3	1.0
Marion	61	63	63	62	61	79	72	1.6	-3.2	25.4	16.1	12.4%	8.3	16.5%	11.7	3.3
Boone Sunrise	34	43	47	44	41	43	51	29.4	-4.7	-8.5	15.9	21.1%	9.0	25.2%	11.3	2.3
Granite Falls	15	16	16	15	16	17	17	0.0	0.0	6.3	13.3	10.4%	1.7	14.0%	2.3	0.7
Black Mountain	54	46	50	48	58	55	54	-11.1	26.1	10.0	12.5	13.0%	7.0	16.2%	9.0	2.0
Asheville	169	157	151	130	137	140	145	-23.1	-12.7	-7.3	11.5	12.3%	16.7	15.4%	21.7	5.0
Asheville Breakfast	29	35	35	47	49	44	52	62.1	40.0	25.7	10.6	12.1%	5.7	15.2%	7.3	1.7
Highlands	89	90	88	85	88	89	94	-4.5	-2.2	1.1	10.6	8.4%	7.3	11.4%	10.3	3.0
Burke-Sunrise	22	22	20	19	23	23	21	-13.6	4.5	15.0	10.5	9.2%	2.0	11.9%	2.7	0.7
Franklin	70	71	81	79	86	86	87	12.9	21.1	6.2	10.1	13.1%	11.0	15.8%	13.7	2.7
Asheville-Metro	0	15	13	12	12	12	13	N/A	-20.0	-7.7	8.3	2.8%	0.3	5.4%	0.7	0.3
Caldwell County	15	15	14	14	14	16	15	-6.7	-6.7	14.3	7.1	11.4%	1.7	13.3%	2.0	0.3
Madison County	45	46	44	35	35	37	37	-22.2	-23.9	-15.9	5.7	8.4%	3.0	10.1%	3.7	0.7
													103.7		151.3	47.7
Subtotal Green Line																
Yellow Line -- Fragile Balance Clubs -- Could go either way, unless something changes																
Hickory Sunrise	21	20	20	23	25	28	24	9.5	25.0	40.0	4.3	13.2%	3.3	14.3%	3.7	0.3
Morganton	55	60	54	54	55	56	56	-1.8	-8.3	3.7	3.7	13.3%	7.3	14.4%	8.0	0.7
Spruce Pine	28	35	34	35	34	36	36	25.0	-2.9	5.9	2.9	11.4%	4.0	12.3%	4.3	0.3
Franklin Daybreak	37	35	33	37	34	35	37	0.0	-2.9	6.1	0.0	16.0%	5.7	16.0%	5.7	0.0
Valdese	42	38	38	37	36	32	37	-11.9	-5.3	-15.8	0.0	15.2%	5.3	15.2%	5.3	0.0
Lake Hickory, (Hickory)	80	84	77	71	81	78	70	-11.3	-3.6	1.3	-1.4	12.6%	9.7	12.2%	9.3	-0.3
Denver/Lake Norman	56	51	59	63	66	65	62	12.5	29.4	10.2	-1.6	12.4%	8.0	11.9%	7.7	-0.3
Sylva	68	70	62	60	57	63	59	-11.8	-18.6	1.6	-1.7	18.9%	11.3	18.4%	11.0	-0.3
Cashiers Valley	36	40	45	44	40	47	42	22.2	0.0	4.4	-4.5	19.1%	8.3	17.8%	7.7	-0.7
Hendersonville	184	187	170	148	144	142	141	-19.6	-23.0	-16.5	-4.7	13.1%	19.0	11.7%	16.7	-2.3
													82.0		79.3	-2.7
Subtotal Yellow Line																

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.	
Red Line -- Chronic Membership Decline Clubs -- 80%+ likelihood of continued decline, unless something changes																	
Haywood County (Canton)	31	28	26	29	27	27	27	-6.5	-3.6	3.8	-6.9	13.3%	3.7	11.1%	3.0	-0.7	
Newton-Conover	71	68	69	67	61	68	62	-5.6	-10.3	-1.4	-7.5	14.8%	9.7	12.6%	8.0	-1.7	
Blowing Rock	58	60	58	58	60	51	53	0.0	0.0	-12.1	-8.6	10.1%	5.7	7.3%	4.0	-1.7	
Lincolnton	87	76	77	83	78	75	74	-4.6	2.6	-2.6	-10.8	11.4%	9.0	7.9%	6.0	-3.0	
Tryon	73	78	72	65	64	65	57	-11.0	-17.9	-9.7	-12.3	15.5%	10.0	11.8%	7.3	-2.7	
Waynesville	103	100	97	91	88	83	79	-11.7	-12.0	-14.4	-13.2	11.8%	10.3	7.6%	6.3	-4.0	
Highlands-Mountaintop	24	31	26	21	23	19	18	-12.5	-25.8	-26.9	-14.3	11.1%	2.3	6.7%	1.3	-1.0	
Asheville-West	17	19	20	20	17	16	17	17.6	-10.5	-20.0	-15.0	13.2%	2.3	8.0%	1.3	-1.0	
Asheville-South	43	43	42	37	35	34	29	-14.0	-18.6	-19.0	-21.6	24.5%	8.7	18.4%	6.0	-2.7	
Murphy	34	32	28	27	25	22	21	-20.6	-21.9	-21.4	-22.2	18.9%	4.7	11.8%	2.7	-2.0	
Sherrills Ford-Terrell	13	13	13	18	15	14	14	38.5	15.4	7.7	-22.2	21.3%	3.3	14.0%	2.0	-1.3	
Hickory	141	142	139	138	130	118	105	-2.1	-8.5	-15.1	-23.9	15.8%	20.3	7.9%	9.3	-11.0	
Boone	21	18	18	17	17	12	12	-19.0	-5.6	-33.3	-29.4	15.2%	2.3	4.9%	0.7	-1.7	
Hendersonville-Four Season	33	25	25	37	33	32	26	12.1	32.0	28.0	-29.7	32.4%	11.0	24.2%	7.3	-3.7	
Brevard	44	36	36	36	35	26	25	-18.2	-2.8	-27.8	-30.6	27.8%	9.0	18.6%	5.3	-3.7	
Bryson City	31	25	23	29	25	21	20	-6.5	0.0	-8.7	-31.0	21.3%	5.3	10.6%	2.3	-3.0	
Arden	19	16	16	17	16	13	6	-10.5	0.0	-18.8	-64.7	30.4%	4.7	8.6%	1.0	-3.7	
													Subtotal Red Line	122.3		74.0	-48.3
Totals	2320	2305	2243	2191	2198	2197	2181	-5.6	-4.6	-2.1	-0.5	13.9%	305.9	13.8%	302.5	-3.3	
		-15	-62	-52	7	-1	-16	Distr. Avg.				13.9%		13.8%			
			Avg. Gain/Loss		-35.7	-15.3	-3.3						Annual Decline		3.3		

D- 7680 Clubs
Sorted by 2018 Membership Growth Index (MGI)

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 Growth Index	2016 Growth Index	2017 Growth Index	2018 Growth Index	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Green Line -- Growth Clubs -- 80%+ likelihood of continued growth, unless something changes																
Davidson	21	17	12	14	19	20	30	-33.3	11.8	66.7	114.3	15.9%	3.7	39.1%	9.0	5.3
Charlotte-International	14	10	15	12	19	21	25	-14.3	90.0	40.0	108.3	13.8%	3.0	33.8%	7.3	4.3
Waxhaw-Weddington	28	27	30	22	26	37	43	-21.4	-3.7	23.3	95.5	12.3%	4.3	32.1%	11.3	7.0
Charlotte-Evening	21	16	14	13	18	25	24	-38.1	12.5	78.6	84.6	14.9%	3.3	31.3%	7.0	3.7
Southwest Cabarrus	17	17	12	13	12	16	20	-23.5	-29.4	33.3	53.8	10.4%	1.7	25.0%	4.0	2.3
Mount Holly	30	29	26	30	33	37	44	0.0	13.8	42.3	46.7	7.0%	2.7	19.3%	7.3	4.7
Ashe County	17	17	13	12	12	15	17	-29.4	-29.4	15.4	41.7	6.8%	1.0	18.2%	2.7	1.7
Lake Norman/Huntersville	40	38	38	32	35	48	45	-20.0	-7.9	26.3	40.6	23.4%	10.0	33.6%	14.3	4.3
Mooreville	15	17	19	19	22	25	26	26.7	29.4	31.6	36.8	6.8%	1.7	16.4%	4.0	2.3
Charlotte Providence	47	40	38	33	39	37	40	-29.8	-2.5	-2.6	21.2	12.1%	4.7	18.1%	7.0	2.3
Shelby Breakfast	34	33	29	20	17	18	24	-41.2	-48.5	-37.9	20.0	10.2%	2.0	16.9%	3.3	1.3
Cherryville	21	22	22	23	24	29	27	9.5	9.1	31.8	17.4	13.8%	3.7	18.8%	5.0	1.3
Concord-Afton Sunset	25	20	16	24	26	26	27	-4.0	30.0	62.5	12.5	17.7%	4.7	21.5%	5.7	1.0
Alleghany County	22	23	26	24	25	27	27	9.1	8.7	3.8	12.5	10.1%	2.7	13.9%	3.7	1.0
Matthews	35	30	26	29	28	31	32	-17.1	-6.7	19.2	10.3	20.9%	6.3	24.2%	7.3	1.0
Mecklenburg County-South	22	25	36	40	40	41	44	81.8	60.0	13.9	10.0	8.0%	3.3	11.2%	4.7	1.3
Marshville	17	14	13	11	12	12	12	-35.3	-14.3	-7.7	9.1	11.1%	1.3	13.9%	1.7	0.3
Union West (Indian Trail)	40	39	29	23	20	19	25	-42.5	-48.7	-34.5	8.7	21.9%	4.7	25.0%	5.3	0.7
West Stanly	33	30	30	27	29	25	29	-18.2	-3.3	-16.7	7.4	25.3%	7.0	27.7%	7.7	0.7
Charlotte Top-of-the-Week	26	19	21	14	16	14	15	-46.2	-15.8	-33.3	7.1	40.0%	6.0	42.2%	6.3	0.3
Monroe-Union Breakfast	24	18	20	16	16	17	17	-33.3	-11.1	-15.0	6.3	10.0%	1.7	12.0%	2.0	0.3
Top of the Lake-Mooreville	49	42	42	36	35	40	38	-26.5	-16.7	-4.8	5.6	14.2%	5.3	15.9%	6.0	0.7
Subtotal Green Line												84.7		132.7	48.0	

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 Growth Index	2016 Growth Index	2017 Growth Index	2018 Growth Index	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Yellow Line -- Fragile Balance Clubs -- Could go either way, unless something changes																
Troutman	25	26	30	29	26	28	30	16.0	0.0	-6.7	3.4	19.0%	5.3	20.2%	5.7	0.3
Taylorsville	33	31	31	33	36	34	34	0.0	16.1	9.7	3.0	8.7%	3.0	9.6%	3.3	0.3
Albemarle	101	100	102	99	100	93	100	-2.0	0.0	-8.8	1.0	10.2%	10.0	10.6%	10.3	0.3
Charlotte West	23	21	19	20	21	22	20	-13.0	0.0	15.8	0.0	52.4%	11.0	52.4%	11.0	0.0
Charlotte-South	58	54	53	54	56	58	54	-6.9	3.7	9.4	0.0	3.0%	1.7	3.0%	1.7	0.0
Belmont	33	24	25	23	24	21	23	-30.3	0.0	-16.0	0.0	13.2%	3.0	13.2%	3.0	0.0
Greater Statesville	54	59	55	60	59	57	59	11.1	0.0	3.6	-1.7	12.0%	7.0	11.4%	6.7	-0.3
North Mecklenburg County	96	92	90	85	90	79	83	-11.5	-2.2	-12.2	-2.4	18.3%	15.3	17.5%	14.7	-0.7
Gaston Breakfast	28	28	25	27	28	27	26	-3.6	0.0	8.0	-3.7	7.4%	2.0	6.2%	1.7	-0.3
Charlotte Dilworth South En	63	55	50	42	43	43	40	-33.3	-21.8	-14.0	-4.8	16.7%	7.0	15.1%	6.3	-0.7
Subtotal Yellow Line												65.3		64.3	-1.0	

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 Growth Index	2016 Growth Index	2017 Growth Index	2018 Growth Index	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.	
Red Line -- Chronic Membership Decline Clubs -- 80%+ likelihood of continued decline, unless something changes																	
Salisbury	124	125	122	119	112	116	112	-4.0	-10.4	-4.9	-5.9	10.0%	11.3	7.9%	9.0	-2.3	
North Wilkesboro	70	66	59	59	53	53	54	-15.7	-19.7	-10.2	-8.5	11.3%	6.0	8.1%	4.3	-1.7	
Rockingham	74	69	72	69	69	61	63	-6.8	0.0	-15.3	-8.7	12.4%	8.0	9.3%	6.0	-2.0	
Charlotte	316	318	317	315	316	309	287	-0.3	-0.6	-2.5	-8.9	14.4%	43.7	11.3%	34.3	-9.3	
Gastonia	156	146	148	156	149	143	141	0.0	2.1	-3.4	-9.6	8.5%	12.3	5.1%	7.3	-5.0	
Cabarrus County	71	69	74	78	72	72	70	9.9	4.3	-2.7	-10.3	12.6%	9.0	8.9%	6.3	-2.7	
Statesville/Fourth Creek	47	42	38	35	31	27	31	-25.5	-26.2	-28.9	-11.4	15.7%	4.7	11.2%	3.3	-1.3	
Monroe	112	97	95	81	67	67	71	-27.7	-30.9	-29.5	-12.3	18.0%	12.3	13.2%	9.0	-3.3	
Charlotte South Park	17	24	23	16	18	18	14	-5.9	-25.0	-21.7	-12.5	16.0%	2.7	12.0%	2.0	-0.7	
Gastonia East	112	109	108	103	98	100	90	-8.0	-10.1	-7.4	-12.6	10.1%	9.7	5.6%	5.3	-4.3	
Ballantyne	31	29	24	22	22	21	19	-29.0	-24.1	-12.5	-13.6	24.2%	5.0	19.4%	4.0	-1.0	
Shelby	121	123	119	119	118	120	102	-1.7	-4.1	0.8	-14.3	11.8%	13.3	6.8%	7.7	-5.7	
Wadesboro	67	62	61	63	56	58	54	-6.0	-9.7	-4.9	-14.3	14.9%	8.3	9.5%	5.3	-3.0	
Mooresville-Lake Norman	57	44	34	35	31	29	30	-38.6	-29.5	-14.7	-14.3	20.0%	6.0	14.4%	4.3	-1.7	
Statesville	74	73	71	73	68	66	62	-1.4	-6.8	-7.0	-15.1	18.4%	12.0	12.8%	8.3	-3.7	
Concord	110	98	100	104	101	96	86	-5.5	3.1	-4.0	-17.3	14.1%	13.3	7.8%	7.3	-6.0	
Boiling Springs Area	29	28	25	23	24	22	19	-20.7	-14.3	-12.0	-17.4	16.9%	3.7	10.8%	2.3	-1.3	
Huntersville Happy Hour	0	0	20	28	20	21	23	N/A	N/A	5.0	-17.9	35.9%	7.7	28.1%	6.0	-1.7	
Kings Mountain	49	46	43	43	37	34	35	-12.2	-19.6	-20.9	-18.6	18.9%	6.7	11.3%	4.0	-2.7	
Charlotte-North	36	43	50	47	44	39	38	30.6	2.3	-22.0	-19.1	5.8%	2.3	-1.7%	-0.7	-3.0	
Kannapolis	76	67	66	71	66	67	57	-6.6	-1.5	1.5	-19.7	18.9%	12.0	11.6%	7.3	-4.7	
Rowan County	46	41	39	48	39	39	37	4.3	-4.9	0.0	-22.9	17.4%	6.7	7.8%	3.0	-3.7	
Hamlet	13	11	9	10	9	8	7	-23.1	-18.2	-11.1	-30.0	33.3%	2.7	20.8%	1.7	-1.0	
China Grove	11	11	10	11	11	8	7	0.0	0.0	-20.0	-36.4	34.6%	3.0	19.2%	1.7	-1.3	
Gastonia-Evening	39	44	40	35	28	22	21	-10.3	-36.4	-45.0	-40.0	33.8%	8.0	14.1%	3.3	-4.7	
													Subtotal Red Line		149.3	-73.0	
Totals	2983	2845	2791	2740	2682	2670	2630					Distr. Avg.	14.4%	383.7	13.0%	347.0	-36.7
		-138	-54	-51	-58	-12	-40					14.4%					
		3-Yr. Avg. Gain/Loss			-54.3	-40.3	-36.7						Avg. Annual Decline		36.7		

D- 7690 Clubs
Sorted by 2018 Membership Growth Index (MGI)

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Green Line -- Growth Clubs -- 80%+ likelihood of continued growth, unless something changes																
Pittsboro	0	0	0	0	0	38	41	N/A	N/A	N/A	0.0	11.4%	3.0	63.3%	16.7	13.7
Carthage	18	19	15	15	16	16	28	-16.7	-15.8	6.7	86.7	15.0%	3.0	36.7%	7.3	4.3
Pinehurst	39	38	35	32	37	38	57	-17.9	-2.6	8.6	78.1	12.9%	5.7	31.8%	14.0	8.3
Surry Sunrise	27	30	24	25	29	33	35	-7.4	-3.3	37.5	40.0	6.2%	2.0	16.5%	5.3	3.3
Yadkin Valley (Elkin-Jonesv	33	36	35	31	38	43	41	-6.1	5.6	22.9	32.3	9.8%	4.0	18.0%	7.3	3.3
Kernersville	84	76	73	75	83	85	98	-10.7	9.2	16.4	30.7	8.3%	7.3	16.9%	15.0	7.7
Hillsdale Sunrise	18	18	17	15	15	15	18	-16.7	-16.7	-11.8	20.0	6.3%	1.0	12.5%	2.0	1.0
Siler City	36	31	33	29	30	32	34	-19.4	-3.2	-3.0	17.2	8.3%	2.7	13.5%	4.3	1.7
Stoneville	17	15	14	13	17	16	15	-23.5	13.3	14.3	15.4	14.6%	2.3	18.8%	3.0	0.7
Burlington	18	18	16	15	16	16	17	-16.7	-11.1	0.0	13.3	2.0%	0.3	6.1%	1.0	0.7
King	18	17	17	23	17	21	26	27.8	0.0	23.5	13.0	17.2%	3.7	21.9%	4.7	1.0
Sandhills (Southern Pines),	41	40	38	41	44	43	46	0.0	10.0	13.2	12.2	9.8%	4.3	13.5%	6.0	1.7
Yadkinville	23	24	25	26	31	30	29	13.0	29.2	20.0	11.5	13.3%	4.0	16.7%	5.0	1.0
Reynolda (Winston-Salem)	99	94	88	82	81	82	91	-17.2	-13.8	-6.8	11.0	11.0%	9.3	14.6%	12.3	3.0
Gate City (Greensboro)	68	63	66	63	73	74	69	-7.4	15.9	12.1	9.5	11.6%	8.3	14.4%	10.3	2.0
Archdale-Trinity	16	14	14	17	19	16	18	6.3	35.7	14.3	5.9	18.9%	3.3	20.8%	3.7	0.3
Subtotal Green Line												64.3		118.0	53.7	

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Yellow Line -- Fragile Balance Clubs -- Could go either way, unless something changes																
Summit (Greensboro)	78	92	95	107	113	106	111	37.2	22.8	11.6	3.7	8.5%	9.3	9.7%	10.7	1.3
Mocksville	41	34	26	29	30	28	30	-29.3	-11.8	7.7	3.4	13.6%	4.0	14.8%	4.3	0.3
Eden	38	35	31	34	33	35	35	-10.5	-5.7	12.9	2.9	16.5%	5.7	17.5%	6.0	0.3
Mebane	0	0	0	0	0	0	20	N/A	N/A	N/A	0.0	0.0%	0.0	100.0%	6.7	6.7
East Greensboro	17	13	13	14	16	13	14	-17.6	23.1	0.0	0.0	7.0%	1.0	7.0%	1.0	0.0
Reidsville	60	60	53	52	53	52	52	-13.3	-11.7	-1.9	0.0	10.2%	5.3	10.2%	5.3	0.0
E-Club of Global Trekkers	0	11	12	11	10	5	11	N/A	-9.1	-58.3	0.0	42.3%	3.7	42.3%	3.7	0.0
Madison-Mayodan	31	30	26	29	31	35	28	-6.5	3.3	34.6	-3.4	14.9%	4.7	13.8%	4.3	-0.3
Liberty	22	21	21	24	24	23	23	9.1	14.3	9.5	-4.2	7.1%	1.7	5.7%	1.3	-0.3
Winston-Salem	260	243	239	235	233	231	224	-9.6	-4.1	-3.3	-4.7	8.7%	20.0	7.1%	16.3	-3.7
Lexington	21	19	23	21	21	21	20	0.0	10.5	-8.7	-4.8	12.9%	2.7	11.3%	2.3	-0.3
Subtotal Yellow Line												58.0		62.0	4.0	

D- 7710 Clubs
Sorted by 2018 Membership Growth Index (MGI)

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Green Line -- Growth Clubs -- 80%+ likelihood of continued growth, unless something changes																
E-Club of District 7710	0	0	0	0	18	15	18	N/A	N/A	N/A	N/A	31.4%	5.3	66.7%	11.3	6.0
Raleigh Parkside	0	0	0	0	0	12	11	N/A	N/A	N/A	N/A	73.9%	5.7	121.7%	9.3	3.7
Southwest Durham	37	37	32	32	43	44	45	-13.5	16.2	37.5	40.6	10.6%	4.7	20.5%	9.0	4.3
Cleveland School (Johnstor	10	12	10	10	16	14	14	0.0	33.3	40.0	40.0	11.4%	1.7	20.5%	3.0	1.3
Apex Sunrise	25	27	23	28	31	34	39	12.0	14.8	47.8	39.3	16.3%	5.7	26.9%	9.3	3.7
Central Johnston County	47	48	48	48	66	69	66	2.1	37.5	43.8	37.5	9.5%	6.3	18.4%	12.3	6.0
Cary-Page	41	44	48	46	48	47	60	12.2	9.1	-2.1	30.4	7.7%	4.0	16.8%	8.7	4.7
Wakefield, Wake Forest	23	24	23	23	24	30	30	0.0	0.0	30.4	30.4	10.7%	3.0	19.0%	5.3	2.3
Research Triangle Park	21	19	18	23	44	40	29	9.5	131.6	122.2	26.1	31.0%	11.7	36.3%	13.7	2.0
Fuquay-Varina Downtown	19	12	10	12	12	19	15	-36.8	0.0	90.0	25.0	15.2%	2.3	21.7%	3.3	1.0
Chapel Hill-Carrboro Sunris	29	27	25	25	26	29	31	-13.8	-3.7	16.0	24.0	8.1%	2.3	15.1%	4.3	2.0
Wake Forest	24	26	31	33	41	41	40	37.5	57.7	32.3	21.2	11.5%	4.7	17.2%	7.0	2.3
Durham Sunrise	13	11	13	10	10	11	12	-23.1	-9.1	-15.4	20.0	9.1%	1.0	15.2%	1.7	0.7
Lillington	12	12	13	10	10	11	12	-16.7	-16.7	-15.4	20.0	0.0%	0.0	6.1%	0.7	0.7
Henderson	37	36	30	29	37	36	34	-21.6	2.8	20.0	17.2	12.1%	4.3	16.8%	6.0	1.7
Warrenton	15	18	15	12	12	12	14	-20.0	-33.3	-20.0	16.7	13.2%	1.7	18.4%	2.3	0.7
Roxboro	35	36	33	34	35	33	38	-2.9	-2.8	0.0	11.8	11.3%	4.0	15.1%	5.3	1.3
Cary-Kildaire	45	39	39	43	51	46	47	-4.4	30.8	17.9	9.3	13.9%	6.7	16.7%	8.0	1.3
Apex	57	42	38	45	44	47	49	-21.1	4.8	23.7	8.9	12.1%	5.7	15.0%	7.0	1.3
Durham	175	182	182	204	222	212	222	16.6	22.0	16.5	8.8	12.8%	28.0	15.5%	34.0	6.0
Oxford	34	29	30	36	31	34	39	5.9	6.9	13.3	8.3	18.3%	6.3	21.2%	7.3	1.0
Holly Springs	21	30	30	35	32	33	37	66.7	6.7	10.0	5.7	12.7%	4.3	14.7%	5.0	0.7
Subtotal Green Line												119.3		174.0	54.7	

Yellow Line -- Fragile Balance Clubs -- Could go either way, unless something changes

East Chapel Hill	137	145	145	142	140	149	148	3.6	-3.4	2.8	4.2	6.6%	9.7	8.0%	11.7	2.0	
Cary Central	29	23	24	24	29	26	25	-17.2	26.1	8.3	4.2	10.0%	2.7	11.3%	3.0	0.3	
Garner	40	38	38	41	44	44	42	2.5	15.8	15.8	2.4	8.5%	3.7	9.2%	4.0	0.3	
Chapel Hill	43	49	45	38	42	39	38	-11.6	-14.3	-13.3	0.0	10.9%	4.3	10.9%	4.3	0.0	
Dunn	48	47	47	46	48	49	46	-4.2	2.1	4.3	0.0	12.6%	6.0	12.6%	6.0	0.0	
West Raleigh	64	62	59	62	61	58	62	-3.1	-1.6	-1.7	0.0	13.8%	8.3	13.8%	8.3	0.0	
Cary MacGregor	68	64	72	76	85	80	75	11.8	32.8	11.1	-1.3	12.9%	10.3	12.5%	10.0	-0.3	
North Raleigh	62	56	58	58	54	56	57	-6.5	-3.6	-3.4	-1.7	12.6%	7.0	12.0%	6.7	-0.3	
Capital City (Raleigh), The	53	50	55	55	49	51	54	3.8	-2.0	-7.3	-1.8	17.5%	9.0	16.9%	8.7	-0.3	
Raleigh	123	122	115	119	115	110	116	-3.3	-5.7	-4.3	-2.5	15.0%	17.0	14.1%	16.0	-1.0	
Cary	104	99	98	107	101	97	104	2.9	2.0	-1.0	-2.8	8.9%	9.0	7.9%	8.0	-1.0	
Clayton	47	44	53	71	62	58	69	51.1	40.9	9.4	-2.8	27.0%	17.0	25.9%	16.3	-0.7	
Fuquay-Varina	18	22	25	24	22	22	23	33.3	0.0	-12.0	-4.2	16.4%	3.7	14.9%	3.3	-0.3	
													Subtotal Yellow Line	107.7		106.3	-1.3

D- 7730 Clubs
Sorted by 2018 Membership Growth Index (MGI)

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Southport Evening	0	0	0	0	0	22	22	N/A	N/A	N/A	N/A	18.2%	2.7	N/A	10.0	
Liberty Point	0	0	0	0	0	0	22	N/A	N/A	N/A	N/A	0.0%	0.0	N/A	22.0	7.3
Green Line -- Growth Clubs -- 80%+ likelihood of continued growth, unless something changes																
Newport	17	13	19	13	11	16	21	-23.5	-15.4	-15.8	61.5	10.4%	1.7	27.1%	4.3	2.7
Leland Area	28	28	23	27	30	31	38	-3.6	7.1	34.8	40.7	16.2%	5.3	27.3%	9.0	3.7
Coastal Pender (incl. Surf C	24	19	25	21	28	27	29	-12.5	47.4	8.0	38.1	16.7%	4.7	26.2%	7.3	2.7
Jacksonville South	16	14	13	11	12	14	15	-31.3	-14.3	7.7	36.4	4.9%	0.7	14.6%	2.0	1.3
Whiteville	37	36	34	31	38	37	41	-16.2	5.6	8.8	32.3	6.0%	2.3	14.7%	5.7	3.3
Morehead City	27	25	24	22	25	26	29	-18.5	0.0	8.3	31.8	6.3%	1.7	15.0%	4.0	2.3
Jacksonville Breakfast	14	16	19	14	17	16	18	0.0	6.3	-15.8	28.6	13.7%	2.3	21.6%	3.7	1.3
Morehead City-Lookout	38	36	35	33	33	36	40	-13.2	-8.3	2.9	21.2	7.3%	2.7	13.8%	5.0	2.3
Wilmington East	27	23	26	25	25	29	30	-7.4	8.7	11.5	20.0	4.8%	1.3	10.7%	3.0	1.7
Wilmington West	37	35	32	31	32	36	37	-16.2	-8.6	12.5	19.4	12.4%	4.3	18.1%	6.3	2.0
Bladenboro	15	15	12	16	15	21	19	6.7	0.0	75.0	18.8	12.7%	2.3	18.2%	3.3	1.0
Red Springs	19	18	19	21	24	25	24	10.5	33.3	31.6	14.3	9.6%	2.3	13.7%	3.3	1.0
New River (Onslow County)	24	23	22	21	21	20	24	-12.5	-8.7	-9.1	14.3	10.8%	2.3	15.4%	3.3	1.0
Lumberton	79	70	69	66	67	75	74	-16.5	-4.3	8.7	12.1	13.0%	9.3	16.7%	12.0	2.7
Elizabethtown	27	26	31	32	41	39	35	18.5	57.7	25.8	9.4	13.9%	5.3	16.5%	6.3	1.0
Wilmington Central	28	23	27	29	29	30	31	3.6	26.1	11.1	6.9	14.4%	4.3	16.7%	5.0	0.7
											Subtotal Green Line		55.7		101.0	45.3

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.	
Yellow Line -- Fragile Balance Clubs -- Could go either way, unless something changes																	
Wilmington	194	212	201	210	205	211	219	8.2	-3.3	5.0	4.3	8.7%	18.3	10.1%	21.3	3.0	
South Brunswick Islands (S	70	72	68	67	67	69	69	-4.3	-6.9	1.5	3.0	10.2%	7.0	11.2%	7.7	0.7	
Kinston	143	146	150	147	150	145	148	2.8	2.7	-3.3	0.7	9.5%	14.0	9.7%	14.3	0.3	
Morehead City-Soundview	24	23	25	26	25	23	26	8.3	8.7	-8.0	0.0	6.8%	1.7	6.8%	1.7	0.0	
Pollocksville	6	8	8	8	8	8	8	33.3	0.0	0.0	0.0	0.0%	0.0	0.0%	0.0	0.0	
La Grange	20	21	22	18	19	18	18	-10.0	-9.5	-18.2	0.0	3.6%	0.7	3.6%	0.7	0.0	
Beaufort-Ole Towne	69	65	68	65	73	70	64	-5.8	12.3	2.9	-1.5	12.6%	8.7	12.1%	8.3	-0.3	
Wilmington Cape Fear	75	68	64	65	70	78	63	-13.3	2.9	21.9	-3.1	12.8%	9.0	11.8%	8.3	-0.7	
Burgaw	38	39	34	31	39	39	30	-18.4	0.0	14.7	-3.2	17.6%	6.3	16.7%	6.0	-0.3	
Sneads Ferry	35	38	39	47	45	46	45	34.3	18.4	17.9	-4.3	12.5%	5.7	11.0%	5.0	-0.7	
													Subtotal Yellow Line	71.3		73.3	2.0

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.	
Red Line -- Chronic Membership Decline Clubs -- 80%+ likelihood of continued decline, unless something changes																	
Anderson	104	95	80	81	80	63	74	-22.1	-15.8	-21.3	-8.6	17.5%	12.7	14.3%	10.3	-2.3	
Clinton	28	26	32	29	28	24	26	3.6	7.7	-25.0	-10.3	17.9%	4.7	14.1%	3.7	-1.0	
Greenville-East	18	20	28	21	20	19	18	16.7	0.0	-32.1	-14.3	31.6%	6.0	26.3%	5.0	-1.0	
Lancaster Breakfast	82	77	74	67	65	61	56	-18.3	-15.6	-17.6	-16.4	19.2%	11.7	13.2%	8.0	-3.7	
Rock Hill	98	100	102	103	96	103	86	5.1	-4.0	1.0	-16.5	19.6%	18.7	13.7%	13.0	-5.7	
North Spartanburg	41	42	42	45	46	42	36	9.8	9.5	0.0	-20.0	16.1%	6.7	8.9%	3.7	-3.0	
Greenville Breakfast	22	20	24	18	17	15	14	-18.2	-15.0	-37.5	-22.2	28.3%	4.3	19.6%	3.0	-1.3	
Winnsboro	45	39	38	34	28	28	25	-24.4	-28.2	-26.3	-26.5	25.9%	7.0	14.8%	4.0	-3.0	
Woodruff	20	14	15	15	17	15	11	-25.0	21.4	0.0	-26.7	14.0%	2.0	4.7%	0.7	-1.3	
Fountain Inn	32	40	37	37	28	27	27	15.6	-30.0	-27.0	-27.0	26.8%	7.3	14.6%	4.0	-3.3	
Clover	26	24	26	24	21	22	17	-7.7	-12.5	-15.4	-29.2	15.0%	3.0	3.3%	0.7	-2.3	
Indian Land	36	33	31	34	26	28	24	-5.6	-21.2	-9.7	-29.4	28.2%	7.3	15.4%	4.0	-3.3	
Fair Play	13	14	15	12	16	15	0	-7.7	14.3	0.0	-100.0	64.5%	5.5	14.5%	1.5	-4.0	
													Subtotal Red Line	103.5		64.2	-35.7
Totals	2715	2609	2625	2630	2658	2656	2654					14.4%	381.5	14.7%	389.5	8.0	
		-106	16	5	28	-2	-2						Distr. Avg.	14.4%			
			Avg. Gain/Loss	16.3	10.3	8.0								Avg. Annual GAIN	8.0		

D- 7770 Clubs
Sorted by 2018 Membership Growth Index (MGI)

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Green Line -- Growth Clubs -- 80%+ likelihood of continued growth, unless something changes																
Marion Mullins	23	21	25	23	22	16	41	0.0	4.8	-36.0	78.3	12.7%	3.3	35.4%	9.3	6.0
Hartsville	58	57	60	56	63	57	84	-3.4	10.5	-5.0	50.0	12.7%	8.7	26.5%	18.0	9.3
Main Street-Columbia	0	0	0	26	31	38	38	N/A	N/A	N/A	46.2	15.9%	5.7	27.1%	9.7	4.0
Summerville Evening	24	21	21	24	28	27	34	0.0	33.3	28.6	41.7	14.6%	4.3	25.8%	7.7	3.3
St. George	26	26	24	22	26	27	28	-15.4	0.0	12.5	27.3	8.6%	2.3	16.0%	4.3	2.0
Forest Acres (Columbia)	42	38	36	34	33	35	42	-19.0	-13.2	-2.8	23.5	14.5%	5.3	21.8%	8.0	2.7
Cheraw	32	34	29	23	21	24	27	-28.1	-38.2	-17.2	17.4	19.4%	4.7	25.0%	6.0	1.3
Florence Breakfast	26	25	28	23	24	26	27	-11.5	-4.0	-7.1	17.4	22.1%	5.7	27.3%	7.0	1.3
Daniel Island	48	49	62	66	65	72	75	37.5	32.7	16.1	13.6	11.8%	8.3	16.0%	11.3	3.0
Summerville	88	91	92	94	97	101	105	6.8	6.6	9.8	11.7	6.3%	6.3	9.9%	10.0	3.7
Lowcountry-Beaufort	36	38	36	36	37	33	40	0.0	-2.6	-8.3	11.1	16.4%	6.0	20.0%	7.3	1.3
Charleston Breakfast	70	72	72	70	70	75	77	0.0	-2.8	4.2	10.0	6.8%	5.0	9.9%	7.3	2.3
North Charleston-Breakfast	43	41	48	45	47	49	49	4.7	14.6	2.1	8.9	17.2%	8.3	20.0%	9.7	1.3
St. Andrews (Charleston)	78	71	67	71	77	75	77	-9.0	8.5	11.9	8.5	5.7%	4.3	8.3%	6.3	2.0
Summerton	26	22	21	26	23	25	28	0.0	4.5	19.0	7.7	15.8%	4.0	18.4%	4.7	0.7
West Wateree-Lugoff	29	25	30	28	26	28	30	-3.4	4.0	-6.7	7.1	15.5%	4.3	17.9%	5.0	0.7
St. Matthews	36	31	32	30	31	32	32	-16.7	0.0	0.0	6.7	1.1%	0.3	3.2%	1.0	0.7
Darlington	12	7	6	15	20	19	16	25.0	185.7	216.7	6.7	14.5%	2.7	16.4%	3.0	0.3
Hampton County	25	26	21	18	19	19	19	-28.0	-26.9	-9.5	5.6	15.8%	3.0	17.5%	3.3	0.3
											Subtotal Green Line		92.7		139.0	46.3

Club	01-Jul-2012 Mbrs	01-Jul-2013 Mbrs	01-Jul-2014 Mbrs	01-Jul-2015 Mbrs	01-Jul-2016 Mbrs	01-Jul-2017 Mbrs	01-Jul-2018 Mbrs	2015 MGI	2016 MGI	2017 MGI	2018 MGI	Avg. Attrition Rate	Annual Avg. Attrition	Avg. Attraction Rate	New Mbrs Per Yr.	Avg. Net Gain/Loss Per Yr.
Yellow Line -- Fragile Balance Clubs -- Could go either way, unless something changes																
Carolina Forest Sunrise	28	23	25	22	19	21	23	-21.4	-17.4	-16.0	4.5	19.0%	4.0	20.6%	4.3	0.3
Little River	22	25	27	29	28	27	30	31.8	12.0	0.0	3.4	25.9%	7.3	27.1%	7.7	0.3
Latta	25	20	32	32	31	34	33	28.0	55.0	6.3	3.1	15.3%	5.0	16.3%	5.3	0.3
Columbia Capital	50	54	49	57	58	59	58	14.0	7.4	20.4	1.8	13.1%	7.7	13.7%	8.0	0.3
Myrtle Beach Sunrise	18	15	15	16	16	16	16	-11.1	6.7	6.7	0.0	6.3%	1.0	6.3%	1.0	0.0
Columbia East	42	44	44	38	39	42	38	-9.5	-11.4	-4.5	0.0	10.1%	4.0	10.1%	4.0	0.0
Andrews	11	11	12	11	12	11	11	0.0	9.1	-8.3	0.0	11.8%	1.3	11.8%	1.3	0.0
Sumter Sunrise	22	17	14	15	15	15	15	-31.8	-11.8	7.1	0.0	13.3%	2.0	13.3%	2.0	0.0
Camden	92	85	85	80	81	82	79	-13.0	-4.7	-3.5	-1.3	4.5%	3.7	4.1%	3.3	-0.3
Mt. Pleasant	67	69	71	74	78	77	73	10.4	13.0	8.5	-1.4	15.4%	11.7	14.9%	11.3	-0.3
Lexington	95	82	78	73	77	71	72	-23.2	-6.1	-9.0	-1.4	14.1%	10.3	13.6%	10.0	-0.3
Spring Valley (Columbia)	116	117	119	113	116	103	111	-2.6	-0.9	-13.4	-1.8	14.2%	15.7	13.6%	15.0	-0.7
Chapin Sunrise	46	46	47	48	47	48	47	4.3	2.2	2.1	-2.1	11.3%	5.3	10.6%	5.0	-0.3
Florence West	34	35	33	35	31	30	34	2.9	-11.4	-9.1	-2.9	10.5%	3.3	9.5%	3.0	-0.3
Lake Murray-Irmo	59	58	60	56	54	54	54	-5.1	-6.9	-10.0	-3.6	11.1%	6.0	9.9%	5.3	-0.7
Five Points (Columbia)	76	78	80	79	77	73	76	3.9	-1.3	-8.8	-3.8	7.1%	5.3	5.8%	4.3	-1.0
Kingstree	29	29	25	23	23	23	22	-20.7	-20.7	-8.0	-4.3	14.7%	3.3	13.2%	3.0	-0.3
Okatie-Bluffton	20	19	21	22	20	22	21	10.0	5.3	4.8	-4.5	7.9%	1.7	6.3%	1.3	-0.3
Sumter-Palmetto	41	41	37	41	38	37	39	0.0	-7.3	0.0	-4.9	7.0%	2.7	5.3%	2.0	-0.7
Hilton Head Island-Van Land	54	47	54	60	56	66	57	11.1	19.1	22.2	-5.0	16.2%	9.7	14.5%	8.7	-1.0
Subtotal Yellow Line													111.0		106.0	-5.0

