

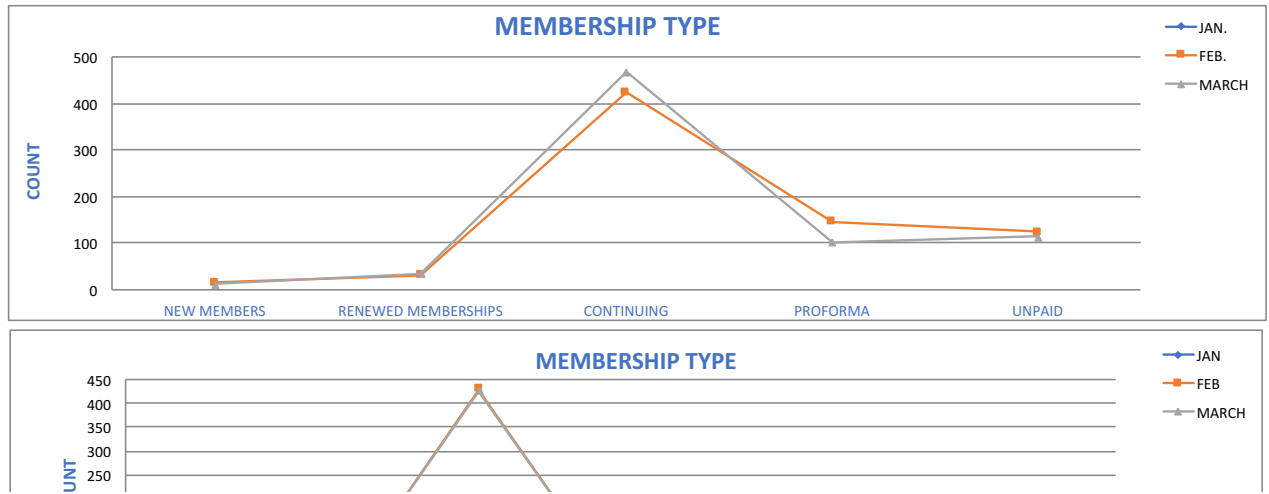
MEMBERSHIP ANALYSIS - MARCH, 2019.

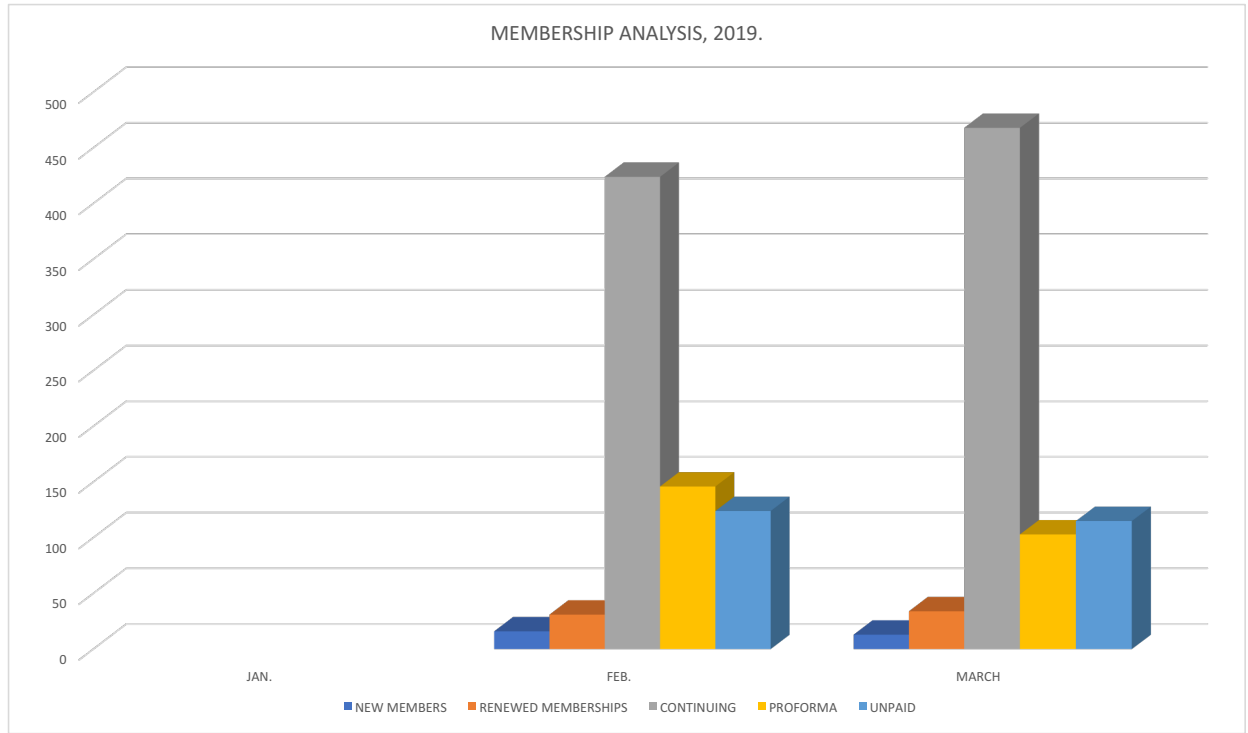
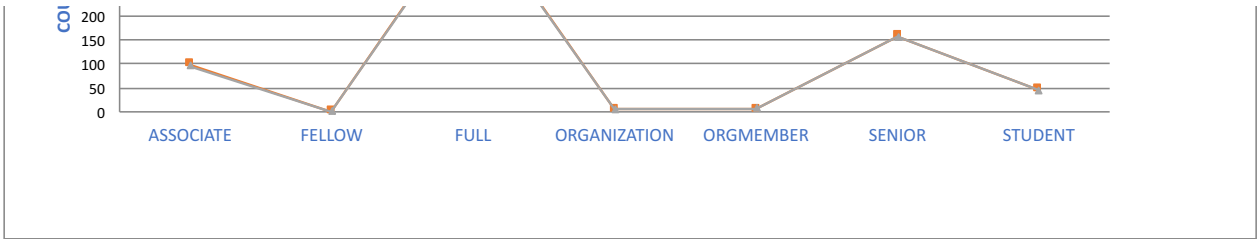
S. / NO.	CATEGORY	JAN.	FEB.	MARCH	APRIL	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	DEC; 18	2018 AVERAGE
1	NEW MEMBERS		16	13										21	19
2	RENEWED MEMBERSHIPS		31	34										22	35
3	CONTINUING		424	468										424	372
4	PROFORMA		146	103										155	203
5	UNPAID		124	115										121	103
TOTAL		0	741	733	0	0	0	0	0	0	0	0	0	743	731

S. / NO.	MEMBERSHIP TYPE	JAN	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	DEC; 18	2018 AVERAGE
1	ASSOCIATE		99	96										102	87
2	FELLOW		0	0										0	0
3	FULL		428	425										421	352
4	ORGANIZATION		5	5										6	4
5	ORGMEMBER		5	6										5	5
6	SENIOR		158	156										162	159
7	STUDENT		46	45										47	40
TOTAL		0	741	733	0	0	0	0	0	0	0	0	0	743	648

NOTE: - MEMBERS JOIN IN LAST 12 MONTHS 211
 RENEWED MEMBERSHIP LAST 12 MONTHS 388
 MEMBERSHIP STRENGTH IN LAST 12 MONTHS 631
 GROWTH (%) -2.06

MEMBERSHIP ANALYSIS CHART





Section Monthly Growth and Retention -March 2019 End of Month

Section Nar Member Type	Current Count	New Count	Renew Count	12 Month Prior Cc	Growth %	Retention %
Northern ViASSOCIATE	75	38	36	85	-11.76%	43.53%
Northern ViFULL	354	140	204	337	5.04%	63.50%
Northern ViORGANIZATION	5	2	3	4	25.00%	75.00%
Northern ViORGMEMBER	6	2	4	5	20.00%	80.00%
Northern ViSENIOR	147	3	131	162	-9.26%	88.89%
Northern ViSTUDENT	31	26	10	38	-18.42%	13.16%
Northern V TOTAL	618	211	388	631	-2.06%	64.50%

UNPAID MEMBERS ANALYSIS, 2019

ANALYSIS BY STATE

S. NO.	STATE	JAN	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT.	OCT.	NOV.	DEC.
1	CA		2	3									
2	DC		3	3									
3	GA		0	0									
4	WI		0	0									
5	MI		0	0									
6	MD		19	16									
7	DE		0	1									
8	MA		0	0									
9	SC		0	0									
10	WA		1	1									
11	NC		1	1									
12	NO ADDY		5	5									
13	VA		90	82									
14	CO		1	1									
15	NV		1	1									
16	OH		0	0									
17	FL		1	1									
TOTAL		0	124	115	0	0	0	0	0	0	0		0

ANALYSIS BY CITY

S. NO.	STATE	CITY	JAN	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEPT.	OCT.	NOV.	DEC.
1	DC	Washington		3	3									3
		Clinton		1	1									1
		Accokeek		0	1									1
		Frederick		3	2									3
		Gaithersburg		2	3									2
		Rockville		3	1									3
		Silver Spring		1	2									3
		Potomac		0	1									0
		Pomfret		1	1									1
		Middletown		0	0									0
2	MD	Fulton		0	0									0
		North Potomac		3	2									2
		North Bethesda		1	0									1
		Gunpowder		0	0									0
		Montgomery Village		0	0									0
		Germantown		2	2									2
		Aspen Hill		1	0									1
		Elicott City		1	0									0
		Fort Washington		0	0									0
		Alexandria		10	8									7
		Arlington		7	8									6
		Ashburn		6	1									5
		Bristow		1	2									0
		Broadlands		2	1									2
		Burke		5	5									5
		Catharpin		0										0
		Centreville		1	2									3
		Chantilly		3	3									3
		Fairfax		11	9									8
		Falls Church		2	1									3
		Fredericksburg		1	1									3
		Roanoke		0	1									0
		Herndon			1									1
		Leesburg		1	2									1
		Dumfries												2
		Manassas		2	2									0
		Mc Lean		5	4									6
		Reston		6	6									5
3	VA	Front Royal		0	1									0

Marshall		1	1															1
Warrenton		0	1															1
Springfield		2	1															2
Stafford																		0
Sterling		4	4															3
Stone Ridge																		0
Vienna		1	2															2
Williamsburg																		0
Woodbridge		7	6															6
Woodford		1																1
Greatfalls		1	1															1
Lorton																		1
Ruckersville		1	1															1
Aldie		1	3															0
Clifton		1																0
Dulles		2	2															3
Fairfax Station		1																1
Haymarket		3	1															2
Richmond		1	1															0

ANALYSIS BY YEAR JOINED UNIT

S. NO.	YEAR JOINED UNIT	JAN	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
1	2006		6	5									
2	2007		2	4									
3	2008		0	0									
4	2009		2	2									
5	2010		3	1									
6	2011		1	1									
7	2012		1	0									
8	2013		0	0									
9	2014		4	4									
10	2015		4	5									
11	2016		16	13									
12	2017		66	49									
13	2018		19	31									
	TOTAL		124	115									

ANALYSIS BY CERTIFICATION STATUS

CATEGORY	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUG.	SEPT.	OCT.
CURRENTLY CERTIFIED	19	19							
RECERTIFICATION NOT APPLICABLE	20	20							
CERTIFICATION LAPSED / NO CERTIFICATION	85	76							
TOTAL	124	115	0	0	0	0	0	0	0

CURRENTLY CERTIFIED	
CSSBB	7
CSQE	
CQA	7
CQE	1
CMQ	2
CBA	
CSSGB	
CQIA	
CQPA	
CRE	2

SUBGROUP_M	LEVEL2	LEVEL3	LAST_NAME	FIRST_NAME	ORDER_TYPE	MBR_TYPE	ORDER_NO	txn_date	ACTUAL_TOTAL_A	BEGIN_DATE	END_DATE	ALLOTMENT
9900511	511	PAID			STD	ASSOCIATE		00:00.0	20	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25
9900511	511	BENEFIT			STD	FULL		00:00.0	0	00:00.0	00:00.0	18.25

9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	FULL	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 PAID	STD	ORGMEMBER	00:00.0	20	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	SENIOR	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	SENIOR	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	SENIOR	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	SENIOR	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 BENEFIT	STD	SENIOR	00:00.0	0	00:00.0	00:00.0	18.25
9900511	511 PAID	STD	SENIOR	00:00.0	20	00:00.0	00:00.0	18.25