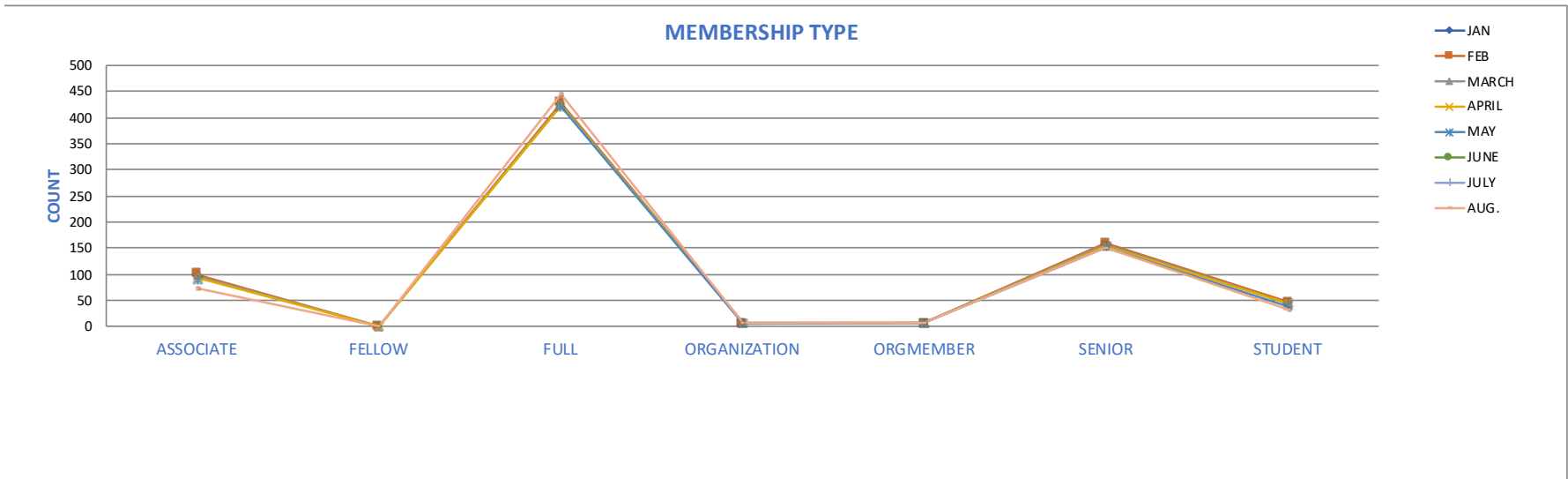
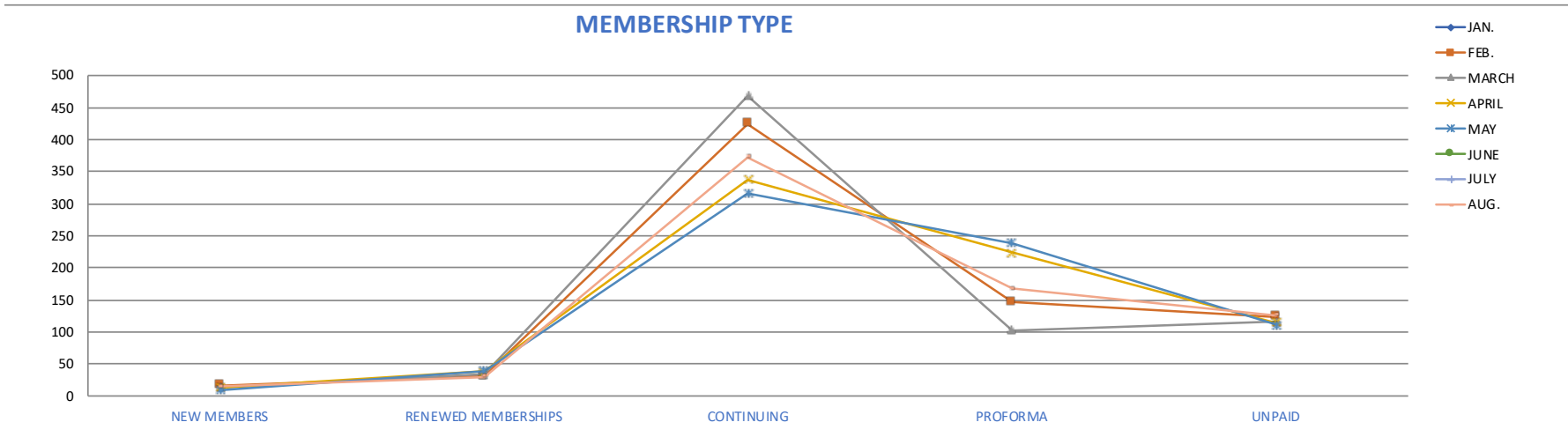


MEMBERSHIP ANALYSIS CHART



Section Monthly Growth and Retention -July 2019 End of Month

Name	Member Type	Current Count	New Counts	Renew Count	12 Month Prior Count	Growth	Retention
Northern V	ASSOCIATE	54	25	32	83	-34.94%	34.94%
Northern V	FULL	363	148	193	350	3.71%	61.43%
Northern V	ORGANIZATION	6	2	5	4	50.00%	100.00%
Northern V	ORGMEMBER	5	1	3	5	0.00%	80.00%
Northern V	SENIOR	133	2	136	154	-13.64%	85.06%
Northern V	STUDENT	22	16	9	35	-37.14%	17.14%
Northern V	TOTAL	583	194	378	631	-7.61%	61.65%

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	3			0				
2	DC		3	3	2	2			1				
3	GA		0	0	0	0							
4	WI		0	0	0	0							
5	MI		0	0	0	0							
6	MD		19	16	18	21			29				
7	DE		0	1	1	1			1				
8	TX		0	0	0	2			2				
9	SC		0	0	0	0							
10	WA		1	1	0	0							
11	NC		1	1	1	1							
12	NO ADDY		5	5	4	1							
13	VA		90	82	84	80			92				
14	CO		1	1	0	0							
15	NV		1	1	1	0							
16	ON		0	0	0	0			1				
17	FL		1	1	1	0							
TOTAL		0	124	115	114	111	0	0	126	0	0		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	3	1			0				
2	2007		2	4	4	2			10				
3	2008		0	0	0	0			2				
4	2009		2	2	1	1			3				
5	2010		3	1	2	1			2				
6	2011		1	1	1	1			2				
7	2012		1	0	0	0			1				
8	2013		0	0	0	0			2				
9	2014		4	4	3	3			4				
10	2015		4	5	5	5			5				
11	2016		16	13	11	8			4				
12	2017		66	49	40	33			19				
13	2018		19	31	44	56			72				
	TOTAL		124	115	114	111			126				

ANALYSIS BY CERTIFICATION STATUS

CATEGORY	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.
CURRENTLY CERTIFIED	19	19	23	30			33				
RECERTIFICATION NOT APPLICABLE	20	20	20	13			26				
CERTIFICATION LAPSED / NO CERTIFICATION	85	76	71	68			67				
TOTAL	124	115	114	111	0	0	126	0	0	0	0

CURRENTLT CERTIFIED	
CSSBB	12
CSQE	3
CQA	11
CQE	
CMQ	6
CBA	
CSSGB	
CQIA	
CQPA	
CRE	1