

Section 0511 Northern Virginia Membership Report for May 2021

| | | | | | | | | Base | 1 | 2 | 3 | 4 | 5 | 1 to 5 |
|--------------------------------|--------------|-----|-------|------------|--|------|--------------|----------|----------|----------|----------|----------|----------|--------|
| Section 0511 Northern Virginia | | | | | | | | 11 03 20 | 13 01 21 | 02 02 21 | 04 03 21 | 05 04 21 | 04 05 21 | Delta |
| 04 05 21 | Members | 580 | | | | | Members | 691 | 600 | 590 | 589 | 586 | 580 | 111 |
| | UNPaid | 113 | | 19% UNPaid | | | UNPaid | 120 | 94 | 101 | 103 | 113 | 113 | 7 |
| | Total Paid | 467 | | UNPaid | | Paid | Total Paid | 571 | 506 | 489 | 486 | 473 | 467 | 98 |
| | Associate | | | | | | Associate | 40 | 0 | 0 | 0 | 0 | 0 | 40 |
| | Full | 422 | | 103 | | 319 | Full | 471 | 437 | 434 | 435 | 431 | 422 | 49 |
| | Organization | 5 | | 0 | | 5 | Organization | 6 | 5 | 5 | 5 | 5 | 5 | 1 |
| | Organmember | 3 | | 1 | | 2 | Organmember | 6 | 5 | 5 | 3 | 3 | 3 | 3 |
| | Senior | 128 | | 5 | | 123 | Senior | 144 | 135 | 127 | 127 | 127 | 128 | 16 |
| | Student | 22 | | 4 | | 18 | Student | 24 | 18 | 19 | 19 | 20 | 22 | 2 |
| | | 580 | Membr | 113 | | 467 | Members | | | | | | | |

If the payment per member remains \$10.50 per paid member then the max revenue would be: **Decline in Membership 16.1% from March 2020, 14 Months**
 Total membership loss from March 2020 111
 Membership for December **580 \$ 6,090.00**
 Paid Memebtrs December **467 \$ 4,903.50** March 2020 Members 691
 Payment Per Member \$ 10.50
 Total Revenue \$ 4,903.50 \$ 1,186.50 delta for unpaid

While the numbers show a drop of six (6) member(s) from April to May, the actual loss is 15 members dropped from April member numbers, for May we gained nine (9) new members from the April reporting cycle.

We had nine (9) new members join during April 2021