

## **GAIN ONLY REPORT JANUARY 2019**

		"ICA'S BENEFITS SP	ECIAL		CONTEST NEW		CONTEST GROWTH		CONTEST RETENTION		GAIN CONTEST	GAIN CONTEST
GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
LOCAL CI	HAPTERS	_										
С	1	3	MI	MIDETROIT	86	1	17.62%	1	80.51%	10	12	1
C	I	6	TX	TXDALLAS	46	4	15.13%	2	83.05%	6	12	1
C	I	8	CA	CALOSANGELES	50	2	12.50%	6	81.59%	8	16	3
С	I	1	NY	NYMETRO	40	5	11.43%	9	84.12%	4	18	4
С	1	5	GA	GAATLANTA	36	6	13.38%	4	80.37%	11	21	5
С	1	8	CA	CAORANGE	48	3	14.63%	3	78.03%	16	22	6
С	1	3	OH	OHCOLUMBUS	22	13	11.46%	8	84.49%	2	23	7
С	1	6	TX	TXSANANTONIO	23	12	11.79%	7	84.04%	5	24	8
С	1	3	OH	OHNORTHEAST	17	15	9.60%	12	84.39%	3	30	9
С	1	7	UT	UTSALTLAKE	31	8	12.81%	5	75.81%	19	32	10
С	1	6	TX	TXHOUSTON	32	7	10.42%	10	76.83%	17	34	11
С	1	2	PA	PAPHILADELPH	26	9	6.65%	19	81.53%	9	37	12
С	1	8	CA	CASANDIEGO	24	11	10.13%	11	79.10%	15	37	12
С	1	3	IN	ININDIANAPOL	14	18	7.65%	16	82.45%	7	41	14
С	1	4	NE	NEOMAHA	13	20	6.37%	20	84.50%	1	41	14
С	1	8	OR	ORPORTLAND	20	14	8.58%	14	79.91%	14	42	16
С	1	7	AZ	AZPHOENIX	25	10	9.43%	13	62.84%	21	44	17
С	1	8	CA	CASACRAMENTO	16	16	7.27%	17	80.10%	13	46	18
С	1	2	NJ	NJNORTHERN	14	18	5.76%	21	80.32%	12	51	19
С	1	8	CA	CAGOLDENGATE	16	16	8.21%	15	74.36%	20	51	19
С	1	3	MI	MIWEST	13	20	7.10%	18	76.37%	18	56	21
С	m	2	NJ	NJMONMOUTH	20	1	16.53%	1	86.44%	9	11	1
С	m	2	NJ	NJCENTRAL	15	7	12.20%	3	87.80%	5	15	2
С	m	2	VA	VACENTRAL	12	12	11.88%	5	89.47%	3	20	3
С	m	8	CA	CAINLAND	20	1	12.12%	4	78.53%	24	29	4
С	m	6	OK	OKCITY	12	12	9.16%	13	87.02%	6	31	5
С	m	6	TX	TXAUSTIN	19	3	12.84%	2	78.29%	26	31	5
С	m	6	TX	TXFORTWORTH	17	4	11.11%	8	82.47%	19	31	5
С	m	6	MO	MOSTLOUIS	15	7	11.45%	7	81.20%	20	34	8
С	m	3	KY	KYCENTRAL	11	16	10.19%	12	86.54%	7	35	9
С	m	5	MS	MSJACKSON	10	19	8.77%	16	90.43%	1	36	10
С	m	7	ID	IDTREASURE	13	11	9.03%	14	85.92%	13	38	11
С	m	8	CA	CACENTRAL	14	10	11.02%	9	79.23%	23	42	12
С	m	5	FL	FLCENTRAL	17	4	10.24%	11	77.50%	28	43	13
С	m	8	NV	NVCLARK	15	7	11.63%	6	76.92%	30	43	13
С	m	8	CA	CASILICON	12	12	7.50%	18	83.54%	16	46	15
С	m	7	CO	CODENVER	17	4	10.76%	10	73.46%	33	47	16
С	m	3	IL	ILCHICAGONE	11	16	9.02%	15	82.68%	17	48	17
С	m	6	OK	OKTULSA	9	22	6.47%	25	88.57%	4	51	18
С	m	8	OR	ORWILLAMETTE	8	24	7.41%	19	86.49%	8	51	18
С	m	8	WA	WANORTHWEST	10	19	6.45%	26	86.39%	10	55	20
С	m	2	NJ	NJSOUTH	10	19	8.00%	17	81.06%	21	57	21
С	m	6	LA	LANEWORLEANS	12	12	7.36%	20	78.44%	25	57	21
C	m	5	TN	TNMIDDLE	8	24	7.21%	22	85.98%	12	58	23
C	m	2	MD	MDBALTIMORE	11	16	7.24%	21	78.29%	26	63	24
C	m	3	IL	ILDUPAGE	5	28	4.03%	28	86.18%	11	67	25
C	m	3	ОH	OHNORTHWEST	2	33	1.71%	33	90.43%	1	67	25
c	m	5	FL	FLTAMPABAY	6	27	4.51%	27	82.58%	18	72	27
c	m	4	NE	NELINCOLN	3	30	2.59%	32	85.32%	14	76	28
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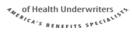
		TICA'S BENEFITS SP	ECIAL.									
					CONTEST NEW		CONTEST GROWTH		CONTEST RETENTION		GAIN CONTEST	GAIN CONTEST
GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
С	m	5	NC	NCTRIAD	3	30	2.61%	31	84.75%	15	76	28
C	m	5	SC	SCCOLUMBIA	9	22	6.57%	24	73.53%	32	78	30
С	m	1	NY	NYGRTRCENTRAL	7	26	6.60%	23	76.15%	31	80	31
C	m	2	MD	MDWASHINGTON	3	30	2.78%	30	80.70%	22	82	32
		5			-							
С	m	5	NC	NCCHARLOTTE	4	29	3.42%	29	77.06%	29	87	33
С	s	5	FL	FLPALMCOAST	14	3	14.29%	7	87.10%	8	18	1
С	S	3	IL	ILCHICAGODOWN	10	7	14.08%	9	87.88%	7	23	2
С	S	3	MI	MINORTHERN	8	14	13.79%	10	89.09%	5	29	3
С	S	5	AL	ALBIRMINGHAM	11	5	14.29%	7	82.28%	27	39	4
С	S	6	LA	LABATONROUGE	17	1	21.79%	1	78.05%	40	42	5
C	S	6	TX	TXEAST	15	2	19.74%	2	78.75%	38	42	5
C	s	3	IN	INNORTHEAST	11	5	11.22%	15	83.16%	23	43	7
ŭ	-	2	** *			10				20	46	8
С	S		PA	PACENTRAL	9		11.11%	16	84.34%			-
С	S	5	TN	TNMIDSOUTH	5	22	8.93%	21	90.00%	3	46	8
С	S	5	FL	FLGULFCOAST	7	18	10.45%	18	86.15%	11	47	10
С	S	5	FL	FLBROWARD	14	3	18.18%	3	75.32%	45	51	11
С	S	8	NV	NVNORTHERN	7	18	8.75%	22	85.88%	12	52	12
С	s	3	KY	KYLOUISVILLE	10	7	10.99%	17	81.44%	31	55	13
С	s	8	WA	WASOUTHSOUND	9	10	18.00%	4	77.55%	41	55	13
С	s	1	NY	NYNORTHEASTERN	8	14	11.59%	13	82.09%	29	56	15
C	S	6	LA	LAACADIANA	7	18	12.96%	12	82.46%	26	56	15
-	-	2			•					9	59	
С	S	<del>-</del>	VA	VAEASTERN	6	21	6.67%	29	86.90%	-		17
С	S	3	MI	MISOUTHWEST	10	7	16.39%	5	65.52%	49	61	18
С	S	7	NM	NMRIOGRANDE	8	14	13.56%	11	79.03%	37	62	19
С	S	5	GA	GACOASTAL	5	22	7.14%	27	85.29%	14	63	20
С	S	5	FL	FLJACKSONVIL	9	10	11.25%	14	77.50%	42	66	21
С	S	7	CO	COSOUTHERN	8	14	14.55%	6	75.00%	46	66	21
C	S	2	VA	VASOUTHWEST	4	30	7.02%	28	85.45%	13	71	23
С	s	8	WA	WASPOKANE	4	30	5.33%	35	86.49%	10	75	24
C	s	6	KS	KSKANSASCITY	9	10	9.47%	19	74.19%	48	77	25
		6			-	22						
С	S	•	MO	MOSPRINGFIELD	5		9.43%	20	79.25%	36	78	26
С	S	5	SC	SCLOWCOUNTRY	3	33	5.56%	31	84.91%	16	80	27
С	S	3	IN	INSOUTHWEST	2	40	3.77%	40	92.16%	1	81	28
С	S	6	TX	TXLUBBOCK	2	40	4.08%	38	89.58%	4	82	29
С	S	5	NC	NCTRIANGLE	5	22	5.05%	36	82.52%	25	83	30
С	S	2	VA	VANORTHERN	5	22	7.25%	26	78.26%	39	87	31
С	S	6	AR	ARCENTRAL	4	30	8.16%	24	81.25%	33	87	31
С	S	5	FL	FLDADE	5	22	8.62%	23	76.79%	43	88	33
С	S	8	CA	CANORTHCOAST	3	33	4.23%	37	84.51%	19	89	34
C	S	2	PA	PAPITTSBURG	5	22	5.38%	34	79.79%	35	91	35
C	s	3	IN	INGRNORTHERN	5	22	7.81%	25	76.56%	44	91	35
C	S	6	TX	TXCOASTLBND	2	40	3.08%	45	89.06%	6	91	35
-	-	8								-		
С	S	•	CA	CADESERTCITIES	3	33	6.00%	30	81.82%	30	93	38
С	S	8	CA	CAVENTURA	3	33	3.75%	41	83.33%	22	96	39
С	S	3	IL	ILCENTRAL	3	33	3.33%	43	83.52%	21	97	40
С	S	3	OH	OHWESTRESERVE	3	33	5.56%	31	80.39%	34	98	41
С	S	7	AZ	AZSOUTHERN	2	40	3.33%	43	85.00%	15	98	41
С	s	5	NC	NCCOASTAL	0	49	0.00%	49	91.07%	2	100	43
C	s	3	IL	ILCHISOUTHLAND	2	40	4.08%	38	82.61%	24	102	44
C	s	3	OH	OHCINCINN	2	40	2.70%	46	84.72%	17	103	45
C	S	7	ID	IDNORTH	3	33	5.66%	31	74.55%	47	111	46
-	-	, 5	SC	SCPIEDMONT	3 2	33 40		47	82.28%	27	114	46 47
C	S	-			_		2.53%					
С	S	6	TX	TXPANHANDLE	1	48	1.85%	48	84.62%	18	114	47



		"'CA'S BENEFITS ST	ECIAL		CONTEST NEW		CONTEST GROWTH		CONTEST RETENTION		GAIN CONTEST	GAIN CONTEST
GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
С	S	7	CO	CONORTHERN	2	40	3.45%	42	81.36%	32	114	47
С	t	6	AR	ARNORTHWEST	5	4	31.25%	1	93.75%	3	8	1
С	t	5	GA	GASOATLANTA	8	1	25.00%	2	87.50%	16	19	2
С	t	6	TX	TXWEST	3	12	14.29%	8	95.24%	2	22	3
С	t	8	WA	WATRICOUNTY	6	3	18.18%	3	85.71%	19	25	4
С	t	6	TX	TXELPASO	4	6	17.39%	4	86.96%	17	27	5
С	t	7	CO	COROCKIES	4	6	11.76%	12	87.88%	13	31	6
С	t	5	NC	NCWESTERN	4	6	8.33%	19	89.80%	8	33	7
С	t	7	ID	IDEASTERN	3	12	12.50%	10	88.46%	11	33	7
С	t	5	GA	GANORTHWEST	3	12	12.00%	11	88.00%	12	35	9
С	t	7	UT	UTNORTHERN	4	6	8.70%	17	86.36%	18	41	10
С	t	3	IN	INSOUTHCENTRAL	3	12	6.38%	26	93.18%	5	43	11
С	t	5	TN	TNKNOXVILLE	7	2	14.89%	7	76.00%	34	43	11
С	t	1	NY	NYWESTERN	3	12	6.98%	23	88.64%	10	45	13
С	t	5	FL	FLSOUTHWEST	4	6	9.52%	15	81.40%	26	47	14
С	t	5	GA	GANORTHEAST	5	4	16.67%	5	73.33%	39	48	15
С	t	6	LA	LAREDRIVER	3	12	7.32%	22	87.80%	14	48	15
С	t	5	FL	FLCAPITAL	4	6	11.43%	14	77.14%	32	52	17
С	t	5	GA	GASOUTH	2	21	6.67%	24	90.63%	7	52	17
С	t	5	GA	GACSRIVERAREA	2	21	13.33%	9	80.00%	28	58	19
С	t	8	CA	CANORTHVALLEY	2	21	4.76%	31	92.86%	6	58	19
С	t	1	NY	NYNIAGARA	3	12	16.67%	5	0.00%	42	59	21
С	t	5	TN	TNCHATTANOOGA	2	21	8.70%	17	84.21%	21	59	21
С	t	2	PA	PANORTHEAST	2	21	11.76%	12	81.25%	27	60	23
С	t	7	ID	IDSOUTHERN	2	21	5.00%	30	87.80%	14	65	24
С	t	7	CO	COFRONTRANGE	3	12	8.82%	16	73.53%	38	66	25
С	t	5	GA	GAMIDDLE	3	12	8.11%	20	75.00%	35	67	26
С	t	2	VA	VAPIEDMONT	2	21	7.41%	21	77.78%	30	72	27
С	t	3	IN	INGRBLOOMING	0	36	0.00%	36	100.00%	1	73	28
С	t	5	MS	MSNORTHEAST	0	36	0.00%	36	93.33%	4	76	29
С	t	6	KS	KSWICHITA	2	21	4.65%	32	81.82%	25	78	30
С	Ţ	6	TX	TXSOUTH	2	21	5.26%	29	78.79%	29	79	31
С	t	3	IN TV	INNORTHWEST	1	30	5.56%	28	83.33%	23	81	32
С	t	6	TX	TXTEXOMA	0	36	0.00%	36	89.29%	9	81	32
С	t	2	MD	MDEASTERN	1	30	2.50%	34	85.71%	19	83	34
С	t	7	NM	NMNORTHERN	1	30	6.25%	27	75.00%	35	92	35
С	Ţ	5	SC	SCGRANDSTRAND	U	36	0.00%	36	84.00%	22	94	36
С	Ţ	3	KY	KYWESTERN	1	30	6.67%	24	62.50%	41	95 05	37
С	Ţ	8 5	CA	CASANTABARBA	1	30	2.27%	35	77.78%	30	95 96	37 39
С	l •	5 5	TN	TNWEST	U	36	0.00%	36	82.35%	24		
С	I .	ŭ	MS	MSSOUTH	1	30	3.23%	33	73.33%	39	102	40
С	Ţ	3	IL NO	ILSOUTHERN	U	36	0.00%	36	76.67%	33	105	41
С	τ	5	NC	NCPIEDMONT	0	36	0.00%	36	74.19%	37	109	42



		"CA'S BENEFITS SP	ECINO									
					CONTEST		CONTEST		CONTEST		GAIN	GAIN
					NEW		GROWTH		RETENTION		CONTEST	CONTEST
GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
STATE CH	HAPTERS											
s	I	6	TX Total		166	2	11.16%	3	82.05%	5	10	1
s	ı	5	GA Total		64	5	12.60%	2	81.64%	6	13	2
s	ı	3	MI Total		117	3	14.81%	1	79.01%	10	14	3
s	ı	1	NY Total		61	6	10.39%	5	82.53%	4	15	4
s	ı	5	FL Total		80	4	10.55%	4	80.35%	8	16	5
s	1	8	CA Total		212	1	10.00%	6	80.01%	9	16	5
s	1	2	NJ Total		59	7	9.64%	7	83.12%	3	17	7
S	1	3	OH Total		46	8	7.49%	8	85.28%	2	18	8
s	ı	3	IL Total		31	10	5.59%	10	86.03%	1	21	9
s	I	2	PA Total		42	9	6.97%	9	81.01%	7	25	10
s	m	8	WA Total		29	5	9.24%	4	84.97%	2	11	1
s	m	6	LA Total		39	1	11.61%	1	80.12%	11	13	2
S	m	2	VA Total		29	5	8.38%	6	84.94%	3	14	3
s	m	7	UT Total		35	3	11.51%	2	78.57%	13	18	4
s	m	3	IN Total		36	2	7.50%	11	84.42%	6	19	5
s	m	5	TN Total		22	9	8.59%	5	84.77%	5	19	5
s	m	6	OK Total		21	10	7.72%	10	87.91%	1	21	7
s	m	7	CO Total		34	4	10.03%	3	76.45%	14	21	7
s	m	8	OR Total		28	7	8.21%	8	82.09%	9	24	9
s	m	7	ID Total		21	10	8.05%	9	84.09%	7	26	10
S	m	4	NE Total		16	12	5.00%	12	84.79%	4	28	11
S	m	7	AZ Total		27	8	8.28%	7	67.08%	15	30	12
S	m	5	NC Total		16	12	3.44%	15	83.05%	8	35	13
s	m	2	MD Total		15	14	4.98%	13	80.26%	10	37	14
s	m	5	SC Total		14	15	4.73%	14	78.84%	12	41	15
								_	00.400/			
s	S	4	IA Total		28	1	14.29%	2	83.16%	3	6	1
S	s	3	KY Total		22	3	9.95%	5	82.59%	4	12	2
S	s	5	AL Total		15	5	14.56%	1	81.13%	7	13	3
S	S	6	MO Total		27	2	14.14%	3	80.53%	8	13	3_
S	S	8	NV Total		22	3	10.53%	4	80.47%	9	16	5
s	S	1	MA Total		13	6	8.18%	6	81.65%	6	18	6
s	S	4	WI Total		11	8	6.04%	10	98.38%	1	19	7
S	S	5	MS Total		11	8	6.79%	9	87.58%	2	19	7
S	s	1	CT Total		12	7	7.23%	8	82.25%	5	20	9
S	s	6	KS Total		11	8	7.97%	7	76.64%	11	26	10
S	s	4	MN Total		4	11	1.68%	11	78.51%	10	32	11
		_						_		_	_	
S	t	6	AR Total		9	1_	13.43%	2	84.85%	2	5_	1
S	t	7	MT Total		3	5	20.00%	1	100.00%	1_	7	2
s	t	7	NM Total		9	1	11.84%	3	78.67%	7	11	3
s	t	8	HI Total		3	5	5.36%	8	83.33%	3	16 47	4
s	T .	1	ME Total		3	5	7.32%	6	80.00%	6	17	5
S	τ	4	SD Total		2	8	8.70%	4	80.95%	5	17	5
s	τ 1	8	AK Total		6	3	8.00%	5	67.11%	9	17	5
s	T .	1 3	NH Total		4	4	5.88%	7	73.24%	8 4	19	8 9
s	τ	3	WV Total		0	9	0.00%	9	81.82%	4	22	9



		S BENEFITS SP			CONTEST NEW		CONTEST GROWTH		CONTEST RETENTION		GAIN CONTEST	GAIN CONTEST
GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
REGIONAL	CONTEST											
у	у	11.6	Totals - Region 6		273	2	10.96%	1	82.08%	4	7	1
у	у	11.3	Totals - Region 3		252	3	9.39%	4	83.20%	2	9	2
у	у	11.8	Totals - Region 8		300	1	9.63%	3	80.51%	7	11	3
у	у	11.2	Totals - Region 2		156	5	8.21%	7	82.26%	3	15	4
у	у	11.5	Totals - Region 5		222	4	8.71%	6	81.87%	5	15	5
у	у	11.7	Totals - Region 7		130	6	9.80%	2	76.61%	8	16	6
у	у	11.4	Totals - Region 4		61	8	6.35%	8	85.32%	1	17	7
у	у	11.1	Totals - Region 1		93	7	9.01%	5	81.47%	6	18	8
у	у	12	Grand Total		1,487	*	9.26%	*	81.65%	*	*	*