

GAIN ONLY REPORT MARCH 2018

			`4's	BENEFITS SPECT	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	2	PA	PAPHILADELPH	57	3	15.16%	6	83.42%	7	16	1
С	1	8	CA	CAORANGE	69	2	21.84%	1	80.76%	13	16	1
С	I	8	CA	CALOSANGELES	54	4	13.57%	9	84.79%	4	17	3
С	Į.	6	TX	TXDALLAS	51	5	16.89%	4	82.00%	9	18	4
С	!	3	MI	MIDETROIT	86	1	17.20%	3	79.96%	16	20	5
С	!	1_	NY	NYMETRO	47	6	13.35%	11	84.75%	5	22	6
С	!	5	GA	GAATLANTA	36	9	13.38%	10	84.09%	6	25	7
С	!	8	CA	CASANDIEGO	34	10	14.35%	8	82.86%	8	26	8
С	į.	8	CA	CASACRAMENTO	42	7	19.00%	2	75.34%	21	30	9
С	!	8 3	OR	ORPORTLAND	37	8	15.48%	5	78.19%	20	33	10
С	!	3 3	OH	OHNORTHEAST	26	13	14.77%	7	80.45%	14 2	34	11
С	1	3	OH	OHCOLUMBUS	22	16 14	11.40%	17	86.53%		35	12
С	!	3 4	IN NE	ININDIANAPOL	25	20	13.02%	12 18	81.44% 88.83%	10 1	36 39	13 14
C C	!	6	NE TX	NEOMAHA	21	23	10.82%	19	85.86%	3	45	15
C	!	8	CA	TXSANANTONIO CAINLAND	18 21	20	9.05% 11.73%	15	81.01%	3 11	45 46	16
C	! !	3	MI	MIWEST	23	15	11.73%	14	78.87%	18	47	17
C	i i	2	NJ	NJNORTHERN	22	16	8.63%	22	80.88%	12	50	18
C	i	6	TX	TXHOUSTON	29	12	8.66%	21	79.40%	17	50	18
C	i	7	CO	CODENVER	22	16	12.36%	13	74.19%	22	51	20
C	i	7	UT	UTSALTLAKE	22	16	8.80%	20	80.08%	15	51	20
C	i	8	CA	CAGOLDENGATE	31	11	11.44%	16	47.19%	24	51	20
C	i	7	AZ	AZPHOENIX	21	20	6.27%	23	53.85%	23	66	23
C	i	6	LA	LANEWORLEANS	11	24	5.85%	24	78.53%	19	67	24
Ü	·	ŭ	271	E WEN ONCE MO			0.0070		7 0.00 70		0.	
С	m	2	NJ	NJMONMOUTH	18	7	16.36%	4	87.96%	6	17	1
С	m	2	NJ	NJCENTRAL	23	1	19.49%	2	80.87%	19	22	2
С	m	5	NC	NCCHARLOTTE	23	1	20.72%	1	79.82%	22	24	3
С	m	6	TX	TXFORTWORTH	19	4	11.88%	11	84.28%	11	26	4
С	m	3	KY	KYCENTRAL	19	4	18.63%	3	80.20%	20	27	5
С	m	8	NV	NVCLARK	17	8	12.59%	8	81.62%	16	32	6 7
С	m	2	NJ	NJSOUTH	16	10	12.21%	9	81.95%	14	33	,
С	m	3 3	OH	OHNORTHWEST	12	21	11.11%	13 5	93.33%	1 17	35	8 9
С	m	3 8	IN OA	INNORTHEAST	15	14	14.42%		81.55%	17	36	9 10
C C	m m	8 6	CA MO	CASILICON MOSTLOUIS	17 19	8 4	9.83% 13.97%	19 6	84.48% 77.14%	28	37 38	10
C	m	3	IL	ILDUPAGE	15	14		12	83.59%	13	39	12
C	m	6	OK	OKTULSA	15	14	11.81% 10.20%	17	86.58%	9	40	13
С	m	8	WA	WANORTHWEST	21	3	13.04%	7	75.90%	30	40	13
C	m	5	MS	MSJACKSON	11	23	9.32%	20	90.68%	3	46	15
C	m	1	NY	NYGRTRCENTRAL	14	17	11.97%	10	80.00%	21	48	16
C	m	8	CA	CACENTRAL	14	17	10.94%	14	80.92%	18	49	17
C	m	7	ID	IDTREASURE	13	20	9.22%	23	87.68%	7	50	18
C	m	6	TX	TXAUSTIN	16	10	10.00%	18	77.38%	, 26	54	19
C	m	4	NE NE	NELINCOLN	8	28	7.21%	27	92.73%	2	57	20
C	m	5	FL	FLCENTRAL	16	10	9.20%	24	78.16%	25	59	21
c	m	5	TN	TNMIDDLE	12	21	10.53%	15	78.95%	23	59	21
c	m	2	MD	MDBALTIMORE	16	10	9.30%	21	76.61%	29	60	60
C	m	6	OK	OKCITY	11	23	8.33%	25	83.85%	12	60	23
С	m	5	SC	SCCOLUMBIA	10	25	6.85%	28	87.32%	8	61	25
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			., 3	BENEFITS SPEC	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	3	IL	ILCHICAGONE	8	28	4.62%	30	89.08%	5	63	26
C	m	8	OR	ORWILLAMETTE	7	30	6.09%	29	89.47%	4	63	26
C	m	5	FL	FLTAMPABAY	14	17	10.22%	16	73.53%	31	64	28
C	m	5	NC	NCTRIANGLE	10	25	9.26%	22	78.90%	24	71	29
C	m	5	NC	NCTRIAD	5	31	3.70%	31	81.75%	15	77	30
C	m	2	MD	MDWASHINGTON	9	27	7.26%	26	77.24%	27	80	31
C		_	WID	WDWAGI IING I GIV	3	21	7.2070	20	11.2470	21	00	01
С	S	8	WA	WASPOKANE	15	4	21.74%	3	86.96%	9	16	1
С	S	3	MI	MINORTHERN	9	14	17.65%	6	94.00%	2	22	2
С	S	3	IN	INGRNORTHERN	10	10	16.95%	7	86.89%	10	27	3
С	S	2	VA	VANORTHERN	12	7	18.46%	5	84.38%	20	32	4
С	S	5	FL	FLPALMCOAST	13	5	15.12%	11	85.06%	17	33	5
С	S	2	VA	VACENTRAL	20	1	22.73%	2	80.00%	34	37	6
С	S	3	IL	ILNORTHERN	13	5	19.70%	4	80.88%	30	39	7
С	s	7	AZ	AZSOUTHERN	9	14	15.79%	10	85.96%	15	39	7
С	s	7	CO	CONORTHERN	10	10	16.67%	8	83.61%	24	42	9
С	s	2	VA	VASOUTHWEST	8	20	14.55%	12	86.79%	12	44	10
С	S	6	TX	TXEAST	10	10	12.50%	15	84.81%	19	44	10
C	S	2	PA	PACENTRAL	18	2	23.68%	1	76.25%	43	46	12
C	S	2	VA	VAEASTERN	9	14	10.84%	25	87.65%	8	47	13
c	S	8	CA	CAVENTURA	11	8	13.92%	13	82.28%	27	48	14
C	S	6	TX	TXCOASTLBND	7	23	10.94%	24	89.06%	5	52	15
C	S	3	MI	MISOUTHWEST	7	23	11.29%	21	86.89%	10	54	16
C	S	8	NV	NVNORTHERN	10	10	11.90%	17	81.40%	29	56	17
C	S	2	PA	PAPITTSBURG	11	8	11.70%	19	80.22%	33	60	18
		5	FL	FLDADE	6	27	10.53%	26	87.72%	33 7	60	18
C	S	5 6			~	3		9		7 48		
C	S	8	KS	KSKANSASCITY	16		16.49%		72.73%		60	18
С	S	-	CA	CADESERTCITIES	6	27	11.32%	20	86.54%	13	60	18
С	S	5	AL	ALBIRMINGHAM	9	14	11.11%	22	83.33%	25	61	22
С	S	5	SC	SCLOWCOUNTRY	5	35	9.80%	29	96.00%	1	65	23
С	S	7	ID	IDNORTH	6	27	11.11%	22	83.93%	22	71	24
С	S	6	TX	TXPANHANDLE	5	35	8.93%	34	89.29%	3	72	25
С	S	5	FL	FLJACKSONVIL	8	20	10.26%	27	82.72%	26	73	26
С	S	1	NY	NYNORTHEASTERN	9	14	12.00%	16	75.68%	44	74	27
С	S	3	IL	ILCHISOUTHLAND	7	23	12.96%	14	76.36%	42	79	28
С	S	3	OH	OHCINCINN	8	20	10.00%	28	80.25%	32	80	29
С	s	5	SC	SCPIEDMONT	5	35	5.95%	41	89.16%	4	80	29
С	S	5	GA	GACOASTAL	6	27	8.22%	36	84.93%	18	81	31
С	S	6	LA	LAACADIANA	6	27	9.68%	30	82.26%	28	85	32
С	S	3	IL	ILCENTRAL	9	14	9.18%	33	77.45%	40	87	33
C	S	3	OH	OHWESTRESERVE	5	35	9.26%	31	83.93%	22	88	34
C	S	8	WA	WASOUTHSOUND	4	41	7.69%	38	86.00%	14	93	35
C	S	1	NY	NYWESTERN	6	27	11.76%	18	64.71%	49	94	36
C	S	5	FL	FLBROWARD	7	23	8.43%	35	78.05%	37	95	37
c	S	5	FL	FLGULFCOAST	6	27	9.23%	32	79.10%	36	95	37
C	S	5	NC	NCCOASTAL	2	46	3.33%	47	88.14%	6	99	39
c	s	8	CA	CANORTHCOAST	6	27	7.89%	37	79.49%	35	99	39
C	S	3	KY	KYLOUISVILLE	4	41	4.21%	45	84.38%	20	106	41
C	s	4	WI		5	35		40	80.82%	31	106	41
	-	•		WISEASTERN	•		6.85%					
C	S	6	TX	TXLUBBOCK	2	46	3.77%	46	85.19%	16	108	43
C	S	6	AR	ARCENTRAL	4	41	6.90%	39	77.97%	38	118	44
С	S	6	LA	LABATONROUGE	5	35	5.49%	42	76.60%	41	118	44
С	S	7	NM	NMRIOGRANDE	3	44	4.23%	44	77.78%	39	127	46
С	S	7	CO	COSOUTHERN	3	44	4.92%	43	74.58%	46	133	47
С	S	5	TN	TNMIDSOUTH	2	46	3.13%	48	73.13%	47	141	48
С	S	4	WI	WISCENTRAL	1	49	1.59%	49	75.38%	45	143	49
С	t	3	IN	INSOUTHWEST	11	2	25.00%	4	90.91%	8	14	1
C	t	6	MO	MOSPRINGFIELD	10	3	20.83%	7	91.49%	6	16	2
C	t	7	ID	IDEASTERN	4	10	18.18%	9	95.45%	3	22	3
C	ι	1	טו	IDLASTERN	4	10	10.1070	J	3J. 4 J/0	J	22	J



					NEW		GROWTH		RETENTION		CONTEST	CONTEST
GAIN Sort	L/S/M/T	Region	State	Chapters	MEMBERS	Rank	RATE	Rank	RATE	Rank	POINTS	RANK
С	t	8	WA	WATRICOUNTY	8	4	28.57%	2	85.71%	19	25	4
С	t	7	ID	IDSOUTHERN	5	8	13.16%	13	94.74%	5	26	5
С	t	3	IN	INSOUTHCENTRAL	7	6	16.67%	10	90.48%	11	27	6
С	t	5	GA	GANORTHWEST	5	8	21.74%	6	86.96%	17	31	7
С	t	6	TX	TXSOUTH	13	1	41.94%	1	80.65%	30	32	8
С	t	5	TN	TNKNOXVILLE	7	6	15.22%	12	85.11%	22	40	9
С	Ĭ.	2 6	PA	PANORTHEAST	4	10 10	23.53% 9.76%	5 18	83.33% 87.80%	26 15	41 43	10 11
C C	t t	7	LA UT	LAREDRIVER UTNORTHERN	3	16	9.76% 6.82%	24	95.45%	3	43	11
C	t t	, 5	GA	GASOATLANTA	3	10	12.12%	15	85.29%	20	45 45	13
C	t	2	VA	VAPIEDMONT	2	24	7.41%	21	100.00%	1	46	14
C	t	6	KS	KSWICHITA	8	4	19.51%	8	78.05%	34	46	14
C	t	8	CA	CASANTABARBA	3	16	6.52%	26	91.11%	7	49	16
C	t	3	IN	INGRBLOOMING	2	24	12.50%	14	87.50%	16	54	17
С	t	5	NC	NCWESTERN	3	16	6.00%	28	90.20%	12	56	18
С	t	7	UT	UTSOUTHERN	4	10	26.67%	3	60.00%	43	56	18
С	t	5	GA	GANORTHEAST	3	16	9.68%	19	84.38%	24	59	20
С	t	5	MS	MSSOUTH	2	24	7.14%	22	89.29%	13	59	20
С	t	5	FL	FLCAPITAL	2	24	5.88%	29	87.88%	14	67	22
С	t	4	WI	WIFOXVALLEY	4	10	10.53%	16	68.42%	42	68	23
С	t	6	TX	TXELPASO	2	24	8.33%	20	84.00%	25	69	24
C	t	5 2	TN	TNCHATTANOOGA	3	16	15.79%	11	42.86%	44 31	71 73	25
C	l +	5	MD SC	MDEASTERN SCGRANDSTRAND	3	16 16	6.52%	26 17	80.00% 70.97%	31 41	73 74	26 27
C	t t	3	SC IL	ILSOUTHERN	3	32	10.00% 3.03%	39	90.91%	8	74 79	28
C	†	7	CO	COFRONTRANGE	3	16	6.98%	23	71.11%	40	79 79	28
C	t	5	GA	GASOUTH	1	32	3.03%	39	90.63%	10	81	30
C	ť	8	CA	CANORTHVALLEY	2	24	4.26%	36	85.11%	22	82	31
C	t	6	TX	TXTEXOMA	0	42	0.00%	42	96.55%	2	86	32
С	t	6	TX	TXHEARTOF	1	32	6.67%	25	80.00%	31	88	33
С	t	3	KY	KYWESTERN	1	32	5.88%	29	82.35%	29	90	34
С	t	5	NC	NCPIEDMONT	2	24	5.71%	31	77.78%	35	90	34
С	t	5	TN	TNWEST	1	32	5.56%	32	83.33%	26	90	34
С	t	4	WI	WINCENTRAL	1	32	3.85%	38	85.19%	21	91	37
С	t	3	IN	INNORTHWEST	1	32	5.26%	34	80.00%	31	97	38
С	t	5	FL	FLSOUTHWEST	2	24	4.08%	37	77.55%	36	97	38
С	Į,	6 5	TX	TXWEST	0	42	0.00%	42	86.36%	18	102	40
C C	T +	5 6	GA AR	GACSRIVERAREA ARNORTHWEST	1	32 32	5.56%	32 35	72.22% 75.00%	39 38	103 105	41 42
C	ι +	7	CO	COROCKIES	1	32	5.00% 2.70%	41	76.92%	36 37	110	43
C	t	5	GA	GAMIDDLE	0	42	0.00%	42	82.98%	28	112	44
-	•	Ü	G/L	CAMINEDEE	Ů		0.0070		02.0070	20	112	••
STATE CH	HAPTERS											
S	I	3	MI Total		125	3	15.53%	1	81.09%	7	11	1
S	Į.	2	PA Total		91	4	15.45%	2	81.85%	6	12	2
S	ļ.	6	TX Total		173	2	11.20%	8	82.89%	4	14	3
s	ļ.	3	IL Total		74	7	13.43%	5 4	83.39%	3	15 45	4
s	!	8 1	CA Total		311	1 5	13.96%	•	77.92%	10 8	15	4 6
s s	l I	2	NY Total NJ Total		90 79	5 6	15.08% 12.87%	3 6	80.87% 82.37%	5	16 17	0 7
s	i İ	3	OH Total		79 73	9	11.95%	7	84.85%	1	17	7
s	i	5	GA Total		56	10	10.69%	9	84.32%	2	21	9
s	i	5	FL Total		74	7	9.67%	10	79.82%	9	26	10
s	m	2	VA Total		51	2	15.94%	1	85.80%	4	7	1
s	m	3	IN Total		71	1	14.92%	3	83.96%	6	10	2
s	m	8	WA Total		48	3	15.43%	2	80.89%	10	15	3
s	m	4	NE Total		29	8	9.51%	8	90.23%	1	17	4

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			CA'S BENEFITS SPEC	ALL	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
s	m	7	ID Total		28	10	10.98%	5	88.58%	2	17	4
s	m	8	OR Total		44	5	12.43%	4	81.79%	9	18	6
s	m	5	NC Total		45	4	9.02%	10	82.02%	8	22	7
s	m	<u>6</u>	OK Total		27	12	9.64%	7	85.36%	5	24	8
s	m	7	CO Total		39	6	10.29%	6	75.64%	14	26	9
S	m	7	UT Total		29	8	8.68%	11	82.69%	7	26	9
s s	m m	5 2	SC Total		23 28	15 10	7.40%	14 12	87.58% 77.35%	3 12	32 34	11 12
s	m	7	MD Total AZ Total		28 30	7	8.16% 7.63%	13	58.59%	15	35	13
s	m	5	TN Total		25	14	9.47%	9	76.30%	13	36	14
s	m	6	LA Total		26	13	6.81%	15	79.64%	11	39	15
ŭ	•••	ŭ	EA Total		20		0.0170		10.0470	••	00	.0
s	s	4	MN Total		40	1	17.39%	1	82.10%	5	7	1
s	s	6	MO Total		29	2	15.34%	3	80.31%	8	13	2
S	S	8	NV Total		27	3	12.33%	5	81.53%	6	14	3
s	s	4	IA Total		22	6	11.11%	7	84.77%	2	15	4
s	S	3	KY Total		24	4	10.81%	8	82.43%	4	16	5
S	S	5	MS Total		18	9	11.25%	6	90.57%	1	16	5
S	S	6	KS Total		24	4	17.39%	1	74.29%	11	16	5
s s	s s	1	MA Total CT Total		22 19	6 8	13.02% 10.61%	4 9	75.14% 80.77%	10 7	20 24	8
s	s S	5	AL Total		10	0 11	8.93%	10	83.49%	3	24 24	9
s	s s	4	WI Total		10	10	5.97%	11	77.45%	ა 9	30	11
3	3	7	WI TOTAL		12	10	3.91 /6		77.4370	3	30	
s	t	1	ME Total		6	4	15.79%	2	89.47%	1	7	1
s	t	8	HI Total		7	3	12.28%	4	87.72%	2	9	2
s	t	3	WV Total		6	4	31.58%	1	78.95%	5	10	3
s	t	4	SD Total		3	8	14.29%	3	81.82%	3	14	4
s	t	7 8	NM Total		9	1 1	10.71%	5 6	75.86% 76.74%	8	14	4
s	t 4	0 1	AK Total		9	7	10.47%	8	76.74% 79.52%	1	14 19	4
s s	t •	6	NH Total AR Total		5	6	4.94% 6.17%	8 7	79.52% 76.83%	6	19	7
3	•	Ů	AN IOIAI		3	Ü	0.17/6	•	70.0376	U	13	•
REGIONAL	CONTEST											
у	у	11.3	Totals - Region 3		373	2	13.90%	2	83.03%	2	6	1
у	у	11.2	Totals - Region 2		272	4	14.48%	1	81.87%	4	9	2
у	у	11.8	Totals - Region 8		446	1	13.71%	3	79.01%	7	11	3
у	у	11.4	Totals - Region 4		106	8	11.09%	5	84.17%	1	14	4
у	у	11.6	Totals - Region 6		284	3	10.86%	6	81.84%	5	14	4
у	у	11.5	Totals - Region 5		251	5	9.53%	7	82.47%	3	15	6
у	у	11.1	Totals - Region 1		144	6	13.37%	4	79.74%	6	16	7
у	у	11.7	Totals - Region 7		139	7	9.51%	8	75.05%	8	23	8
ý	y	12	Grand Total		2,015	*	12.17%	*	80.97%	*	*	*