



## Membership Goal Worksheet 2018-2019

Abbeville

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **16.5%**

My club's **Annual Attraction Rate** (3-year average): **15.1%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	47
2016-2017	48
2015-2016	44
2014-2015	49
2013-2014	52
2012-2013	55

<b>Starting Membership July 1, 2017</b>	47	
<b>Current Membership (2/1/2018)</b>	48	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	8	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Aiken

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **13.0%**

My club's **Annual Attraction Rate** (3-year average): **14.7%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

The problem we need to solve is:

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

Club Year	Members at start of year (July 1)
2017-2018 (current year)	181
2016-2017	180
2015-2016	176
2014-2015	172
2013-2014	170
2012-2013	174

### 2018-2019 Membership Goal Setting

<b>Starting Membership July 1, 2017</b>	181	
<b>Current Membership (2/1/2018)</b>	181	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	24	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Aiken Sunrise

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **18.0%**

My club's **Annual Attraction Rate** (3-year average): **12.6%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	34
2016-2017	36
2015-2016	41
2014-2015	40
2013-2014	40
2012-2013	42

<b>Starting Membership July 1, 2017</b>	34	
<b>Current Membership (2/1/2018)</b>	36	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	7	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Anderson

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **17.9%**

My club's **Annual Attraction Rate** (3-year average): **10.3%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	63
2016-2017	80
2015-2016	81
2014-2015	80
2013-2014	95
2012-2013	104

<b>Starting Membership July 1, 2017</b>	63	
<b>Current Membership (2/1/2018)</b>	66	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	14	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Batesburg-Leesville

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **20.0%**

My club's **Annual Attraction Rate** (3-year average): **17.8%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	17
2016-2017	14
2015-2016	14
2014-2015	18
2013-2014	21
2012-2013	16

<b>Starting Membership July 1, 2017</b>	17	
<b>Current Membership (2/1/2018)</b>	18	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	3	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Blacksburg

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **15.8%**

My club's **Annual Attraction Rate** (3-year average): **15.8%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

Club Year	Members at start of year (July 1)
2017-2018 (current year)	13
2016-2017	15
2015-2016	10
2014-2015	13
2013-2014	12
2012-2013	12

### 2018-2019 Membership Goal Setting

<b>Starting Membership July 1, 2017</b>	13	
<b>Current Membership (2/1/2018)</b>	13	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	2	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Chester

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **9.4%**

My club's **Annual Attraction Rate** (3-year average): **11.9%**

**Success Targets**

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	54
2016-2017	54
2015-2016	52
2014-2015	50
2013-2014	43
2012-2013	50

<b>Starting Membership July 1, 2017</b>	54
<b>Current Membership (2/1/2018)</b>	57
<b>Estimated Membership July 1, 2018</b>	(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)	(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members	(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	6 (d)
<b>New Members Needed</b> (Growth + Attrition)	(c+d)



## Membership Goal Worksheet 2018-2019

Clemson

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **8.2%**

My club's **Annual Attraction Rate** (3-year average): **8.9%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	93
2016-2017	98
2015-2016	89
2014-2015	91
2013-2014	98
2012-2013	109

<b>Starting Membership July 1, 2017</b>	93	
<b>Current Membership (2/1/2018)</b>	96	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	10	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)





## Membership Goal Worksheet 2018-2019

Clemson-Calhoun

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **9.0%**

My club's **Annual Attraction Rate** (3-year average): **14.1%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	28
2016-2017	26
2015-2016	24
2014-2015	24
2013-2014	28
2012-2013	27

<b>Starting Membership July 1, 2017</b>	28	
<b>Current Membership (2/1/2018)</b>	29	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	3	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Clinton

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **23.5%**

My club's **Annual Attraction Rate** (3-year average): **13.6%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	24
2016-2017	28
2015-2016	29
2014-2015	32
2013-2014	26
2012-2013	28

<b>Starting Membership July 1, 2017</b>	24	
<b>Current Membership (2/1/2018)</b>	26	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	7	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Clover

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **11.9%**

My club's **Annual Attraction Rate** (3-year average): **6.0%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

Club Year	Members at start of year (July 1)
2017-2018 (current year)	22
2016-2017	21
2015-2016	24
2014-2015	26
2013-2014	24
2012-2013	26

### 2018-2019 Membership Goal Setting

<b>Starting Membership July 1, 2017</b>	22	
<b>Current Membership (2/1/2018)</b>	19	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	3	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Easley

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's Annual **Attrition Rate** (3-year average): **9.4%**

My club's Annual **Attraction Rate** (3-year average): **7.5%**

**Success Targets**

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	55
2016-2017	52
2015-2016	53
2014-2015	58
2013-2014	59
2012-2013	65

<b>Starting Membership July 1, 2017</b>	55
<b>Current Membership (2/1/2018)</b>	53
<b>Estimated Membership July 1, 2018</b>	(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)	(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members	(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	6 (d)
<b>New Members Needed</b> (Growth + Attrition)	(c+d)



## Membership Goal Worksheet 2018-2019

E-Club of The Carolinas

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **39.1%**

My club's **Annual Attraction Rate** (3-year average): **41.4%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	29
2016-2017	32
2015-2016	26
2014-2015	27
2013-2014	21
2012-2013	

<b>Starting Membership July 1, 2017</b>	29	
<b>Current Membership (2/1/2018)</b>	33	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	12	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Emerald City (Greenwood)

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **13.0%**

My club's **Annual Attraction Rate** (3-year average): **17.2%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	59
2016-2017	55
2015-2016	55
2014-2015	52
2013-2014	53
2012-2013	51

<b>Starting Membership July 1, 2017</b>	59	
<b>Current Membership (2/1/2018)</b>	62	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	8	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Fair Play

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **11.6%**

My club's **Annual Attraction Rate** (3-year average): **11.6%**

**Success Targets**

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	15
2016-2017	16
2015-2016	12
2014-2015	15
2013-2014	14
2012-2013	13

<b>Starting Membership July 1, 2017</b>	15
<b>Current Membership (2/1/2018)</b>	15
<b>Estimated Membership July 1, 2018</b>	(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)	(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members	(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	2 (d)
<b>New Members Needed</b> (Growth + Attrition)	(c+d)



## Membership Goal Worksheet 2018-2019

The Foothills

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **10.4%**

My club's **Annual Attraction Rate** (3-year average): **14.6%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	17
2016-2017	15
2015-2016	16
2014-2015	15
2013-2014	15
2012-2013	15

<b>Starting Membership July 1, 2017</b>	17	
<b>Current Membership (2/1/2018)</b>	19	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	2	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)





## Membership Goal Worksheet 2018-2019

Fort Mill

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **15.1%**

My club's **Annual Attraction Rate** (3-year average): **18.4%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	85
2016-2017	80
2015-2016	74
2014-2015	77
2013-2014	81
2012-2013	87

<b>Starting Membership July 1, 2017</b>	85	
<b>Current Membership (2/1/2018)</b>	86	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	12	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Fountain Inn

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **23.9%**

My club's **Annual Attraction Rate** (3-year average): **13.0%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	27
2016-2017	28
2015-2016	37
2014-2015	37
2013-2014	40
2012-2013	32

<b>Starting Membership July 1, 2017</b>	27	
<b>Current Membership (2/1/2018)</b>	26	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	8	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Gaffney

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **11.3%**

My club's **Annual Attraction Rate** (3-year average): **17.2%**

**Success Targets**

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	73
2016-2017	68
2015-2016	62
2014-2015	61
2013-2014	72
2012-2013	79

<b>Starting Membership July 1, 2017</b>	73
<b>Current Membership (2/1/2018)</b>	75
<b>Estimated Membership July 1, 2018</b>	(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)	(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members	(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	8 (d)
<b>New Members Needed</b> (Growth + Attrition)	(c+d)



## Membership Goal Worksheet 2018-2019

Golden Strip Sunrise

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **4.7%**

My club's **Annual Attraction Rate** (3-year average): **7.0%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	15
2016-2017	14
2015-2016	14
2014-2015	14
2013-2014	15
2012-2013	16

<b>Starting Membership July 1, 2017</b>	15	
<b>Current Membership (2/1/2018)</b>	15	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	2	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Greater Anderson

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **10.6%**

My club's **Annual Attraction Rate** (3-year average): **17.1%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	71
2016-2017	68
2015-2016	60
2014-2015	58
2013-2014	53
2012-2013	51

<b>Starting Membership July 1, 2017</b>	71	
<b>Current Membership (2/1/2018)</b>	74	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	7	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Greater Greer

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's Annual **Attrition Rate** (3-year average): **13.6%**

My club's Annual **Attraction Rate** (3-year average): **20.5%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

The problem we need to solve is:

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	14
2016-2017	15
2015-2016	15
2014-2015	11
2013-2014	18
2012-2013	20

<b>Starting Membership July 1, 2017</b>	14	
<b>Current Membership (2/1/2018)</b>	15	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	2	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



# Membership Goal Worksheet 2018-2019

**Greenville  
(includes The Woodlands)**

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **16.0%**

My club's **Annual Attraction Rate** (3-year average): **15.1%**

**Success Targets**

**Attrition** less than 15%  
(July 1 membership x .15)

**Attraction** greater than 20%  
(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	263
2016-2017	261
2015-2016	275
2014-2015	270
2013-2014	258
2012-2013	276

<b>Starting Membership July 1, 2017</b>	263
<b>Current Membership (2/1/2018)</b>	255
<b>Estimated Membership July 1, 2018</b>	(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)	(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members	(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	43 (d)
<b>New Members Needed</b> (Growth + Attrition)	(c+d)



## Membership Goal Worksheet 2018-2019

Greenville Breakfast

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's Annual **Attrition Rate** (3-year average): **40.0%**

My club's Annual **Attraction Rate** (3-year average): **22.0%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

The problem we need to solve is:

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	15
2016-2017	17
2015-2016	18
2014-2015	24
2013-2014	20
2012-2013	22

<b>Starting Membership July 1, 2017</b>	15	
<b>Current Membership (2/1/2018)</b>	16	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	7	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)





## Membership Goal Worksheet 2018-2019

Greenville Evening

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **15.0%**

My club's **Annual Attraction Rate** (3-year average): **26.5%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	42
2016-2017	37
2015-2016	34
2014-2015	29
2013-2014	27
2012-2013	22

<b>Starting Membership July 1, 2017</b>	42	
<b>Current Membership (2/1/2018)</b>	38	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	6	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Greenville-East

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **36.7%**

My club's **Annual Attraction Rate** (3-year average): **21.7%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	19
2016-2017	20
2015-2016	21
2014-2015	28
2013-2014	20
2012-2013	18

<b>Starting Membership July 1, 2017</b>	19	
<b>Current Membership (2/1/2018)</b>	16	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	8	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Greenwood

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **12.8%**

My club's **Annual Attraction Rate** (3-year average): **14.9%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	111
2016-2017	110
2015-2016	107
2014-2015	104
2013-2014	103
2012-2013	114

<b>Starting Membership July 1, 2017</b>	111	
<b>Current Membership (2/1/2018)</b>	116	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	14	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Indian Land

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **30.7%**

My club's **Annual Attraction Rate** (3-year average): **27.3%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	28
2016-2017	26
2015-2016	34
2014-2015	31
2013-2014	33
2012-2013	36

<b>Starting Membership July 1, 2017</b>	28	
<b>Current Membership (2/1/2018)</b>	26	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	9	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Inman

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **11.9%**

My club's **Annual Attraction Rate** (3-year average): **11.9%**

**Success Targets**

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	20
2016-2017	19
2015-2016	20
2014-2015	20
2013-2014	19
2012-2013	21

<b>Starting Membership July 1, 2017</b>	20
<b>Current Membership (2/1/2018)</b>	20
<b>Estimated Membership July 1, 2018</b>	(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)	(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members	(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	3 (d)
<b>New Members Needed</b> (Growth + Attrition)	(c+d)



## Membership Goal Worksheet 2018-2019

Lake Wylie

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **26.6%**

My club's **Annual Attraction Rate** (3-year average): **17.2%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	21
2016-2017	23
2015-2016	20
2014-2015	27
2013-2014	24
2012-2013	25

<b>Starting Membership July 1, 2017</b>	21	
<b>Current Membership (2/1/2018)</b>	22	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	6	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Lancaster

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **12.2%**

My club's **Annual Attraction Rate** (3-year average): **5.9%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	60
2016-2017	61
2015-2016	67
2014-2015	72
2013-2014	69
2012-2013	69

<b>Starting Membership July 1, 2017</b>	60	
<b>Current Membership (2/1/2018)</b>	61	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	8	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



# Membership Goal Worksheet 2018-2019

Lancaster Breakfast

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **17.6%**

My club's **Annual Attraction Rate** (3-year average): **10.9%**

**Success Targets**

**Attrition** less than 15%  
(July 1 membership x .15)

**Attraction** greater than 20%  
(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	61
2016-2017	65
2015-2016	67
2014-2015	74
2013-2014	77
2012-2013	82

<b>Starting Membership July 1, 2017</b>	61	
<b>Current Membership (2/1/2018)</b>	60	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	12	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)





## Membership Goal Worksheet 2018-2019

Laurens

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's Annual **Attrition Rate** (3-year average): **11.6%**

My club's Annual **Attraction Rate** (3-year average): **12.9%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

The problem we need to solve is:

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

Club Year	Members at start of year (July 1)
2017-2018 (current year)	50
2016-2017	48
2015-2016	49
2014-2015	48
2013-2014	49
2012-2013	51

### 2018-2019 Membership Goal Setting

<b>Starting Membership July 1, 2017</b>	50	
<b>Current Membership (2/1/2018)</b>	47	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	6	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Mauldin

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **17.0%**

My club's **Annual Attraction Rate** (3-year average): **22.7%**

### Success Targets

**Attrition less than 15%**

(July 1 membership x .15)

**Attraction greater than 20%**

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	31
2016-2017	28
2015-2016	29
2014-2015	26
2013-2014	26
2012-2013	29

<b>Starting Membership July 1, 2017</b>	31	
<b>Current Membership (2/1/2018)</b>	30	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	5	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Newberry

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's Annual **Attrition Rate** (3-year average): **7.8%**

My club's Annual **Attraction Rate** (3-year average): **8.8%**

**Success Targets**

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	74
2016-2017	73
2015-2016	70
2014-2015	72
2013-2014	66
2012-2013	70

<b>Starting Membership July 1, 2017</b>	74
<b>Current Membership (2/1/2018)</b>	79
<b>Estimated Membership July 1, 2018</b>	(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)	(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members	(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	8 (d)
<b>New Members Needed</b> (Growth + Attrition)	(c+d)



## Membership Goal Worksheet 2018-2019

North Augusta

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **13.0%**

My club's **Annual Attraction Rate** (3-year average): **18.5%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	18
2016-2017	21
2015-2016	15
2014-2015	15
2013-2014	18
2012-2013	19

<b>Starting Membership July 1, 2017</b>	18	
<b>Current Membership (2/1/2018)</b>	20	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	3	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

North Greenville

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's Annual **Attrition Rate** (3-year average): **7.2%**

My club's Annual **Attraction Rate** (3-year average): **10.8%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

The problem we need to solve is:

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	38
2016-2017	37
2015-2016	36
2014-2015	34
2013-2014	22
2012-2013	23

<b>Starting Membership July 1, 2017</b>	38	
<b>Current Membership (2/1/2018)</b>	40	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	4	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

North Spartanburg

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's Annual **Attrition Rate** (3-year average): **15.0%**

My club's Annual **Attraction Rate** (3-year average): **15.0%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

The problem we need to solve is:

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	42
2016-2017	46
2015-2016	45
2014-2015	42
2013-2014	42
2012-2013	41

<b>Starting Membership July 1, 2017</b>	42	
<b>Current Membership (2/1/2018)</b>	37	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	7	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Pickens

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **9.3%**

My club's **Annual Attraction Rate** (3-year average): **9.3%**

**Success Targets**

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	41
2016-2017	45
2015-2016	43
2014-2015	41
2013-2014	45
2012-2013	44

<b>Starting Membership July 1, 2017</b>	41
<b>Current Membership (2/1/2018)</b>	43
<b>Estimated Membership July 1, 2018</b>	(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)	(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members	(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	5 (d)
<b>New Members Needed</b> (Growth + Attrition)	(c+d)



## Membership Goal Worksheet 2018-2019

Pleasantburg (Greenville)

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **7.2%**

My club's **Annual Attraction Rate** (3-year average): **11.2%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	43
2016-2017	41
2015-2016	41
2014-2015	38
2013-2014	39
2012-2013	43

<b>Starting Membership July 1, 2017</b>	43	
<b>Current Membership (2/1/2018)</b>	45	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	5	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)





## Membership Goal Worksheet 2018-2019

Rock Hill

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **16.2%**

My club's **Annual Attraction Rate** (3-year average): **16.6%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	103
2016-2017	96
2015-2016	103
2014-2015	102
2013-2014	100
2012-2013	98

<b>Starting Membership July 1, 2017</b>	103	
<b>Current Membership (2/1/2018)</b>	94	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	17	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Seneca

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **12.1%**

My club's **Annual Attraction Rate** (3-year average): **21.8%**

### Success Targets

**Attrition less than 15%**

(July 1 membership x .15)

**Attraction greater than 20%**

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	46
2016-2017	40
2015-2016	38
2014-2015	34
2013-2014	39
2012-2013	48

<b>Starting Membership July 1, 2017</b>	46	
<b>Current Membership (2/1/2018)</b>	50	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	5	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Seneca Golden Corner

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **14.5%**

My club's **Annual Attraction Rate** (3-year average): **14.5%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	22
2016-2017	20
2015-2016	20
2014-2015	22
2013-2014	28
2012-2013	26

<b>Starting Membership July 1, 2017</b>	22	
<b>Current Membership (2/1/2018)</b>	22	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	3	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Simpsonville

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **12.0%**

My club's **Annual Attraction Rate** (3-year average): **18.0%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	53
2016-2017	50
2015-2016	47
2014-2015	44
2013-2014	50
2012-2013	44

<b>Starting Membership July 1, 2017</b>	53	
<b>Current Membership (2/1/2018)</b>	46	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	6	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Spartan West (Spartanburg)

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **11.7%**

My club's **Annual Attraction Rate** (3-year average): **18.2%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	27
2016-2017	25
2015-2016	25
2014-2015	22
2013-2014	21
2012-2013	26

<b>Starting Membership July 1, 2017</b>	27	
<b>Current Membership (2/1/2018)</b>	28	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	3	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Spartanburg

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's Annual **Attrition Rate** (3-year average): **7.5%**

My club's Annual **Attraction Rate** (3-year average): **9.3%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

The problem we need to solve is:

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	189
2016-2017	196
2015-2016	187
2014-2015	179
2013-2014	164
2012-2013	174

<b>Starting Membership July 1, 2017</b>	189	
<b>Current Membership (2/1/2018)</b>	194	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	20	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Twin City of Batesburg-  
Leesville

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **7.8%**

My club's **Annual Attraction Rate** (3-year average): **13.7%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

Club Year	Members at start of year (July 1)
2017-2018 (current year)	18
2016-2017	18
2015-2016	15
2014-2015	15
2013-2014	16
2012-2013	20

### 2018-2019 Membership Goal Setting

<b>Starting Membership July 1, 2017</b>	18	
<b>Current Membership (2/1/2018)</b>	20	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	2	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Union

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **12.6%**

My club's **Annual Attraction Rate** (3-year average): **11.1%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	42
2016-2017	46
2015-2016	47
2014-2015	44
2013-2014	40
2012-2013	45

<b>Starting Membership July 1, 2017</b>	42	
<b>Current Membership (2/1/2018)</b>	44	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	6	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)





## Membership Goal Worksheet 2018-2019

Walhalla

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **12.1%**

My club's **Annual Attraction Rate** (3-year average): **9.9%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	29
2016-2017	29
2015-2016	33
2014-2015	31
2013-2014	36
2012-2013	38

<b>Starting Membership July 1, 2017</b>	29	
<b>Current Membership (2/1/2018)</b>	32	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	4	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Westminster

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's Annual **Attrition Rate** (3-year average): **14.0%**

My club's Annual **Attraction Rate** (3-year average): **16.8%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

The problem we need to solve is:

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

Club Year	Members at start of year (July 1)
2017-2018 (current year)	34
2016-2017	38
2015-2016	35
2014-2015	31
2013-2014	23
2012-2013	22

### 2018-2019 Membership Goal Setting

<b>Starting Membership July 1, 2017</b>	34	
<b>Current Membership (2/1/2018)</b>	37	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	5	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Winnsboro

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **18.9%**

My club's **Annual Attraction Rate** (3-year average): **7.8%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	28
2016-2017	28
2015-2016	34
2014-2015	38
2013-2014	39
2012-2013	45

<b>Starting Membership July 1, 2017</b>	28	
<b>Current Membership (2/1/2018)</b>	22	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	6	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

Woodruff

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **4.3%**

My club's **Annual Attraction Rate** (3-year average): **4.3%**

**Success Targets**

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	15
2016-2017	17
2015-2016	15
2014-2015	15
2013-2014	14
2012-2013	20

<b>Starting Membership July 1, 2017</b>	15
<b>Current Membership (2/1/2018)</b>	11
<b>Estimated Membership July 1, 2018</b>	(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)	(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members	(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	2 (d)
<b>New Members Needed</b> (Growth + Attrition)	(c+d)



## Membership Goal Worksheet 2018-2019

York

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's **Annual Attrition Rate** (3-year average): **13.5%**

My club's **Annual Attraction Rate** (3-year average): **18.3%**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

**The problem we need to solve is:**

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

Club Year	Members at start of year (July 1)
2017-2018 (current year)	38
2016-2017	34
2015-2016	32
2014-2015	33
2013-2014	32
2012-2013	32

### 2018-2019 Membership Goal Setting

<b>Starting Membership July 1, 2017</b>	38	
<b>Current Membership (2/1/2018)</b>	37	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	5	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)



## Membership Goal Worksheet 2018-2019

The Woodlands

This worksheet will help you set your membership growth goals and calculate the number of **new members needed** to reach your goal. Actual data for your club is in the table below

My club's Annual **Attrition Rate** (3-year average): **N/A**

My club's Annual **Attraction Rate** (3-year average): **N/A**

### Success Targets

**Attrition** less than 15%

(July 1 membership x .15)

**Attraction** greater than 20%

(July 1 membership x .20)

The problem we need to solve is:

- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

### Membership History

### 2018-2019 Membership Goal Setting

Club Year	Members at start of year (July 1)
2017-2018 (current year)	5
2016-2017	
2015-2016	
2014-2015	
2013-2014	
2012-2013	

<b>Starting Membership July 1, 2017</b>	5	
<b>Current Membership (2/1/2018)</b>	7	
<b>Estimated Membership July 1, 2018</b>		(a)
<b>Membership Goal July 1, 2019</b> (July 1, 2018 Start + Growth)		(b)
<b>Net Membership Growth</b> Challenge = 10% or 10 members		(c=b-a)
<b>Average Annual Attrition to Replace</b> (Greater of <u>Actual</u> or 10% = World Class)	1	(d)
<b>New Members Needed</b> (Growth + Attrition)		(c+d)