



Membership Goal Worksheet 2021-2022

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): **17.6%**

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

My club's **Annual Net Growth Rate**: **- %**

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:

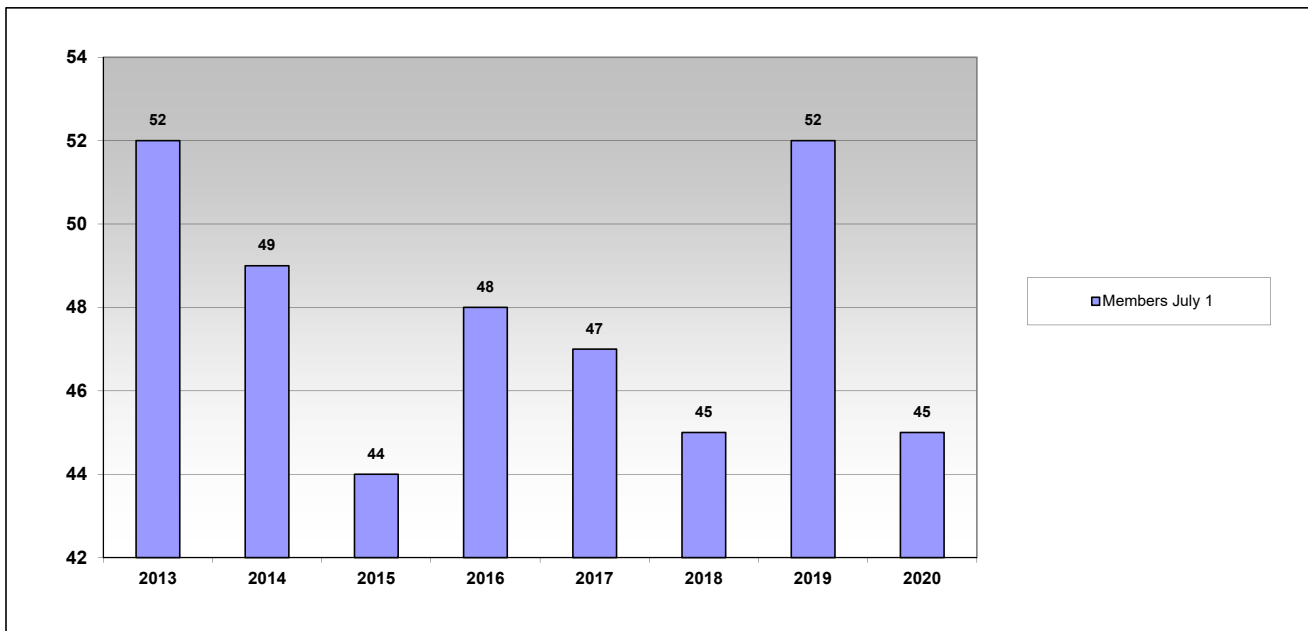
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	45
2019-2020	52
2018-2019	45
2017-2018	47
2016-2017	48
2015-2016	44
2014-2015	49
2013-2014	52

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	45	
<u>Estimated Starting Membership July 1, 2021</u>		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	9	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **11.9%**
 My club's **Annual Attraction Rate** (3-year average): **12.3%**
 My club's **Annual Net Growth Rate**: **+ _____ %**

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:

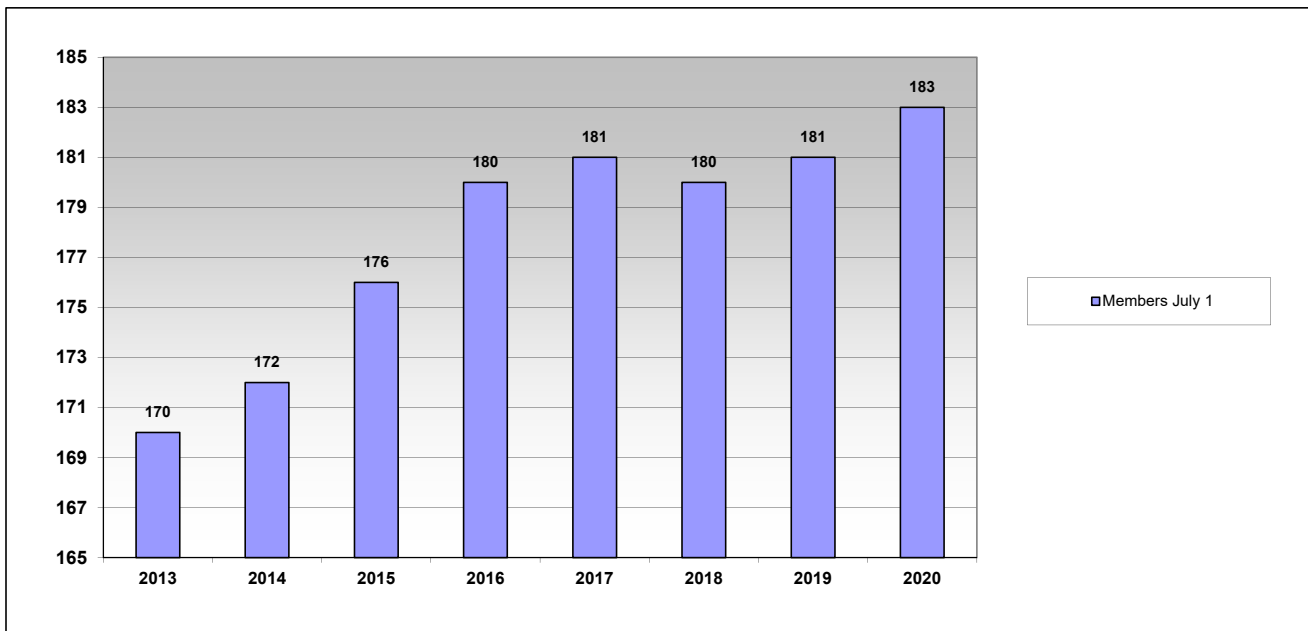
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	183
2019-2020	181
2018-2019	180
2017-2018	181
2016-2017	180
2015-2016	176
2014-2015	172
2013-2014	170

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	174
Estimated Starting Membership July 1, 2021	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	22 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

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): 17.1%
 My club's **Annual Attraction Rate** (3-year average): 15.2%
 My club's **Annual Net Growth Rate**: - ____%

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:

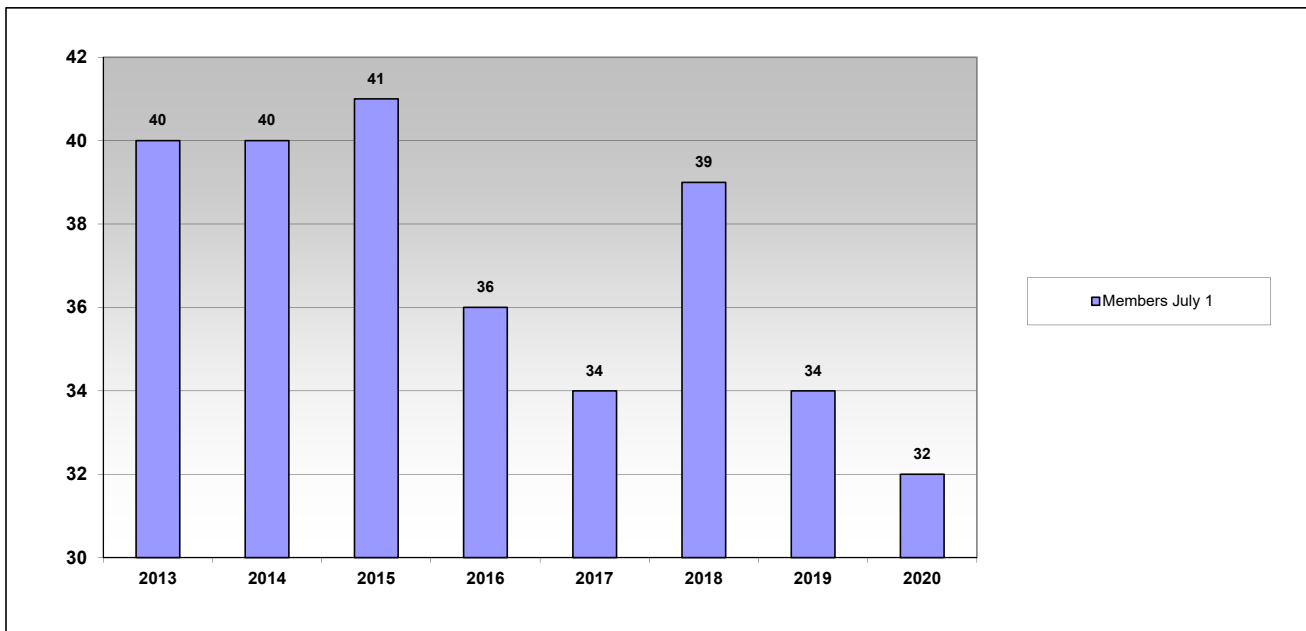
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	32
2019-2020	34
2018-2019	39
2017-2018	34
2016-2017	36
2015-2016	41
2014-2015	40
2013-2014	40

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	32
Estimated Starting Membership July 1, 2021	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	6 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

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): **14.1%**

My club's **Annual Attraction Rate** (3-year average): **19.1%**

My club's **Annual Net Growth Rate**: + %

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:

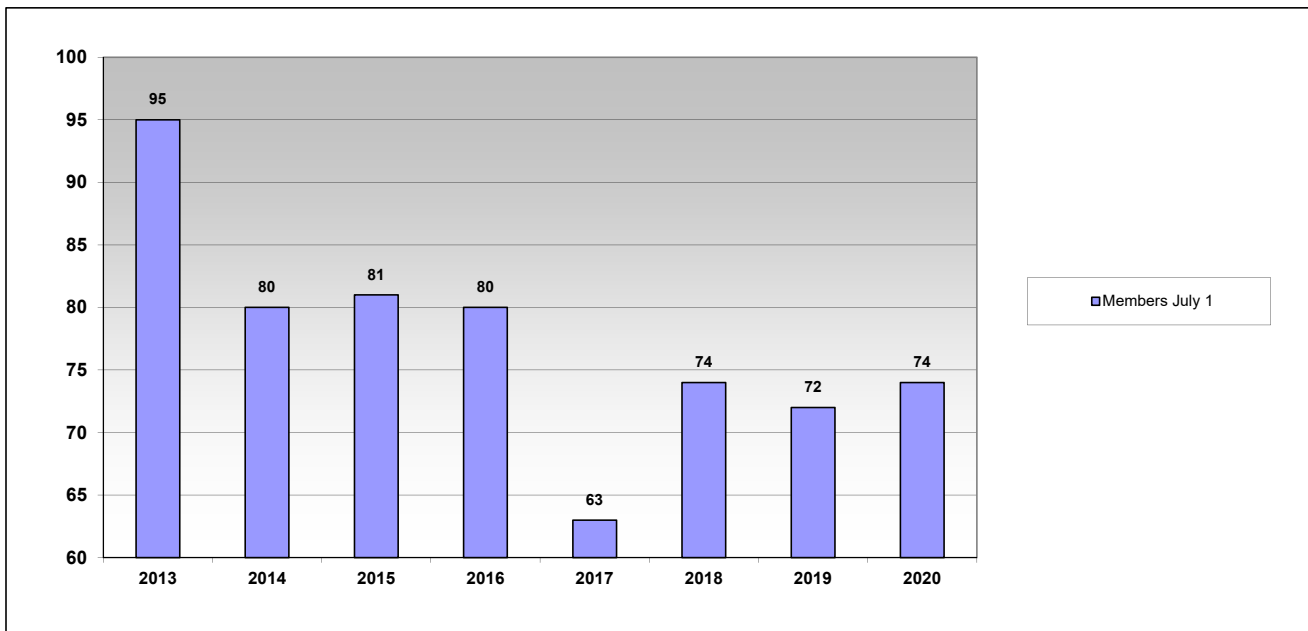
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	74
2019-2020	72
2018-2019	74
2017-2018	63
2016-2017	80
2015-2016	81
2014-2015	80
2013-2014	95

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	79	
<u>Estimated Starting Membership July 1, 2021</u>		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	11	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **15.9%**

My club's **Annual Attraction Rate** (3-year average): **6.8%**

My club's **Annual Net Growth Rate**: **- %**

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

Success Targets

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

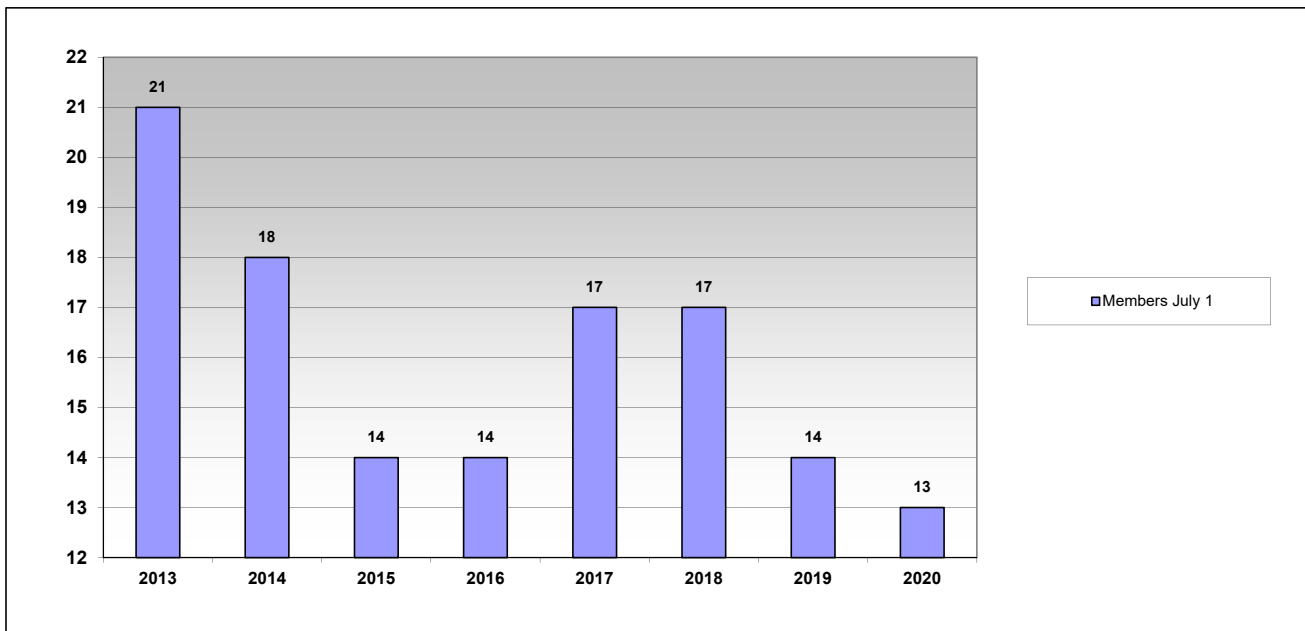
Attraction greater than 20%
(July 1 membership x .20)

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	13
2019-2020	14
2018-2019	17
2017-2018	17
2016-2017	14
2015-2016	14
2014-2015	18
2013-2014	21

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	13	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	3	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **8.3%**

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

My club's **Annual Net Growth Rate**: %

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:

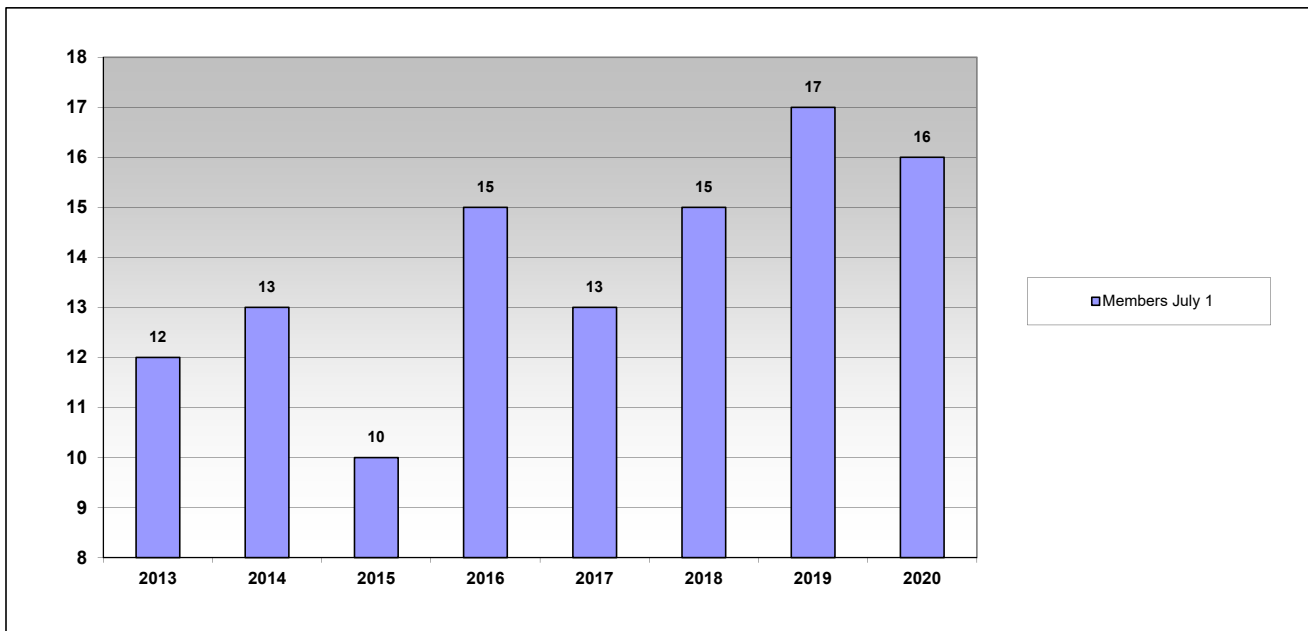
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	16
2019-2020	17
2018-2019	15
2017-2018	13
2016-2017	15
2015-2016	10
2014-2015	13
2013-2014	12

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	16	
<u>Estimated Starting Membership July 1, 2021</u>		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	2	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **9.2%**
 My club's **Annual Attraction Rate** (3-year average): **9.8%**
 My club's **Annual Net Growth Rate**: %

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:

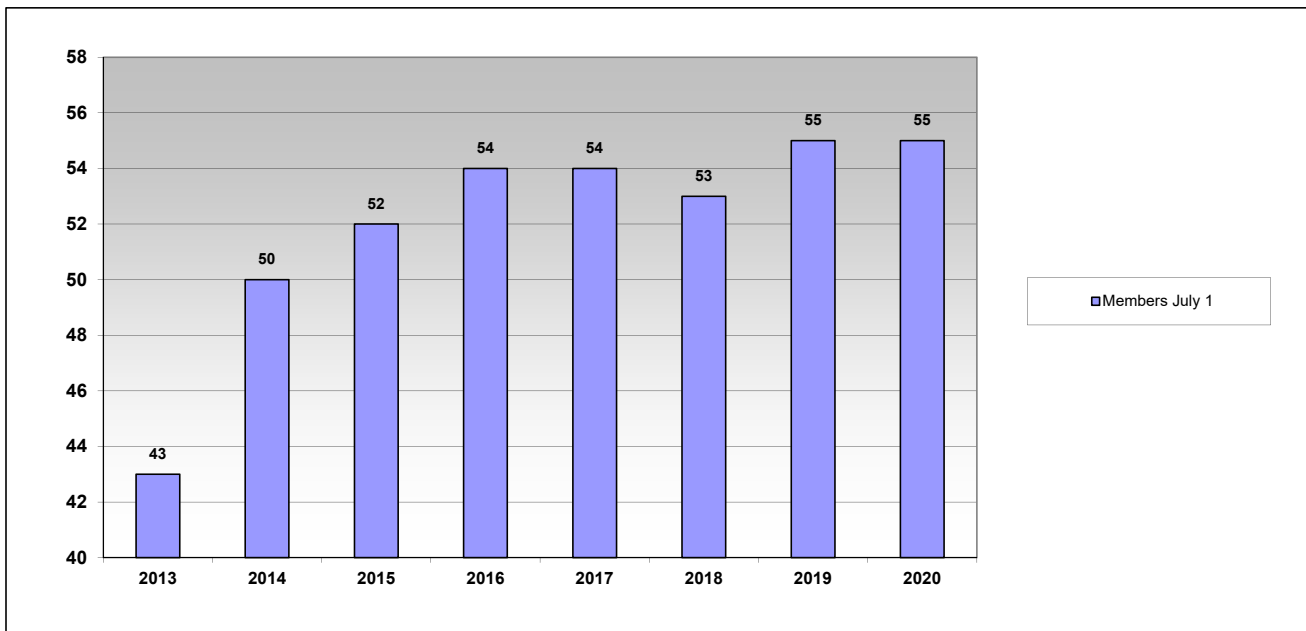
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	55
2019-2020	55
2018-2019	53
2017-2018	54
2016-2017	54
2015-2016	52
2014-2015	50
2013-2014	43

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	55
<u>Estimated Starting Membership July 1, 2021</u>	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	6 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

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): **6.4%**
 My club's **Annual Attraction Rate** (3-year average): **7.5%**
 My club's **Annual Net Growth Rate**: + %

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:

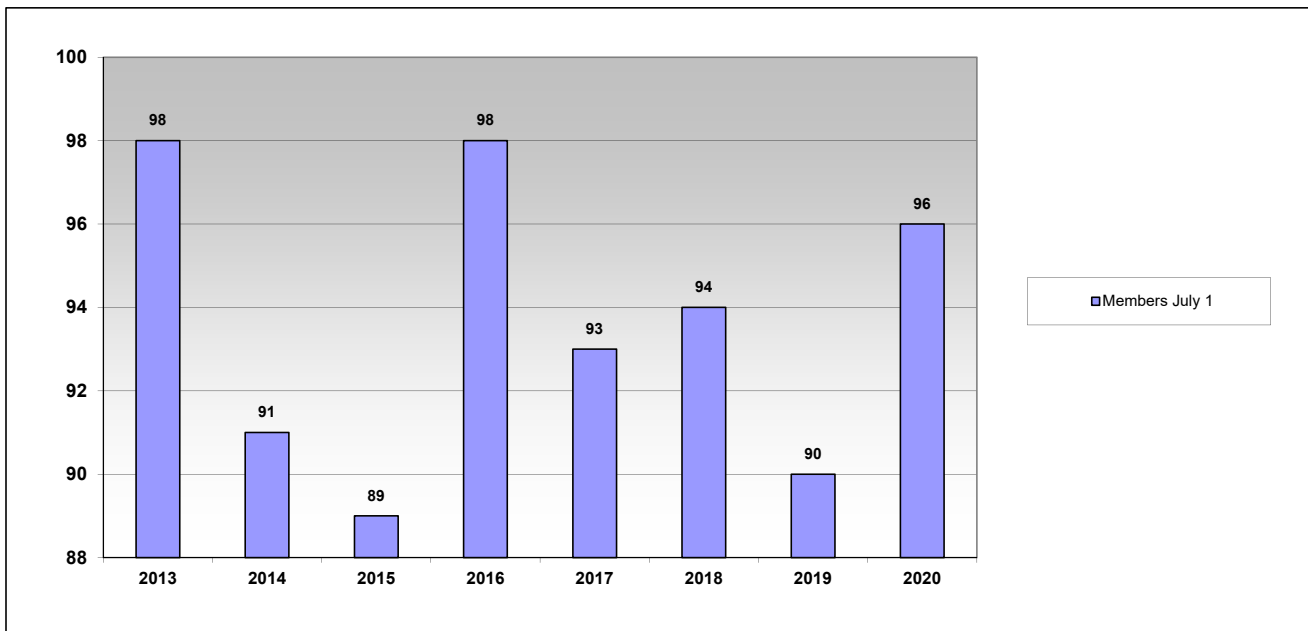
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	96
2019-2020	90
2018-2019	94
2017-2018	93
2016-2017	98
2015-2016	89
2014-2015	91
2013-2014	98

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	92	
<u>Estimated Starting Membership July 1, 2021</u>		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	10	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

Clemson 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): **10.9%**
 My club's **Annual Attraction Rate** (3-year average): **21.8%**
 My club's **Annual Net Growth Rate**: **+ _____ %**

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:

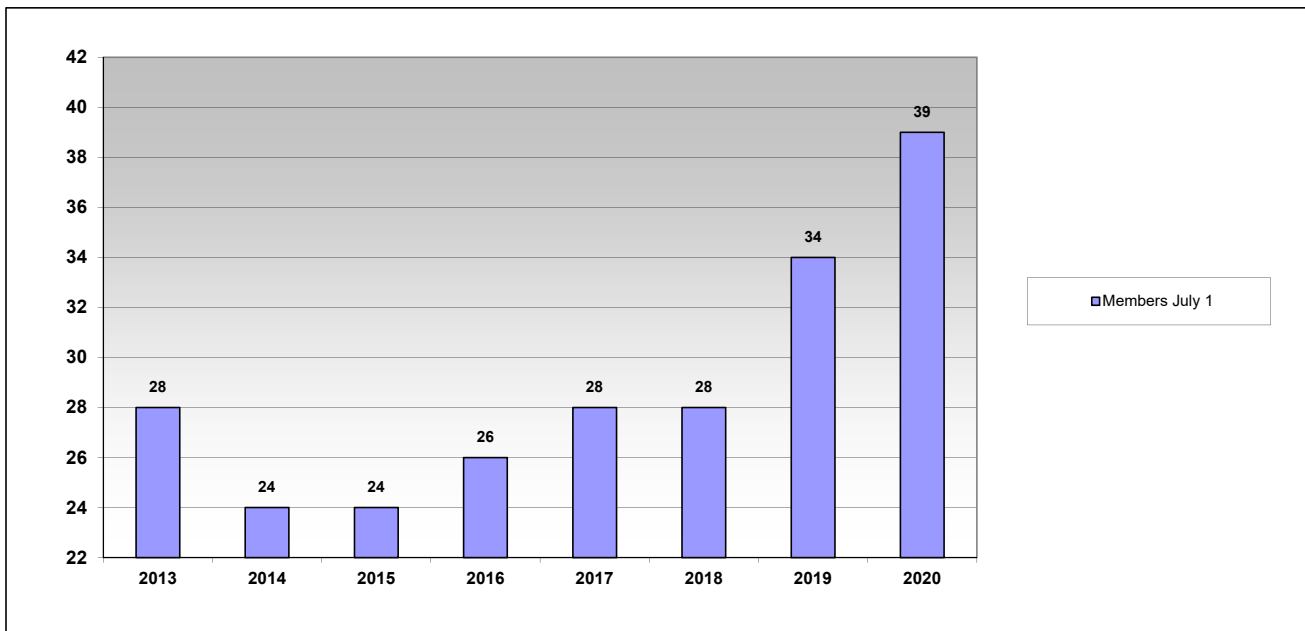
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	39
2019-2020	34
2018-2019	28
2017-2018	28
2016-2017	26
2015-2016	24
2014-2015	24
2013-2014	28

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	41
<u>Estimated Starting Membership July 1, 2021</u>	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	4 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

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): **6.4%**
 My club's **Annual Attraction Rate** (3-year average): **20.2%**
 My club's **Annual Net Growth Rate**: **+ _____ %**

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

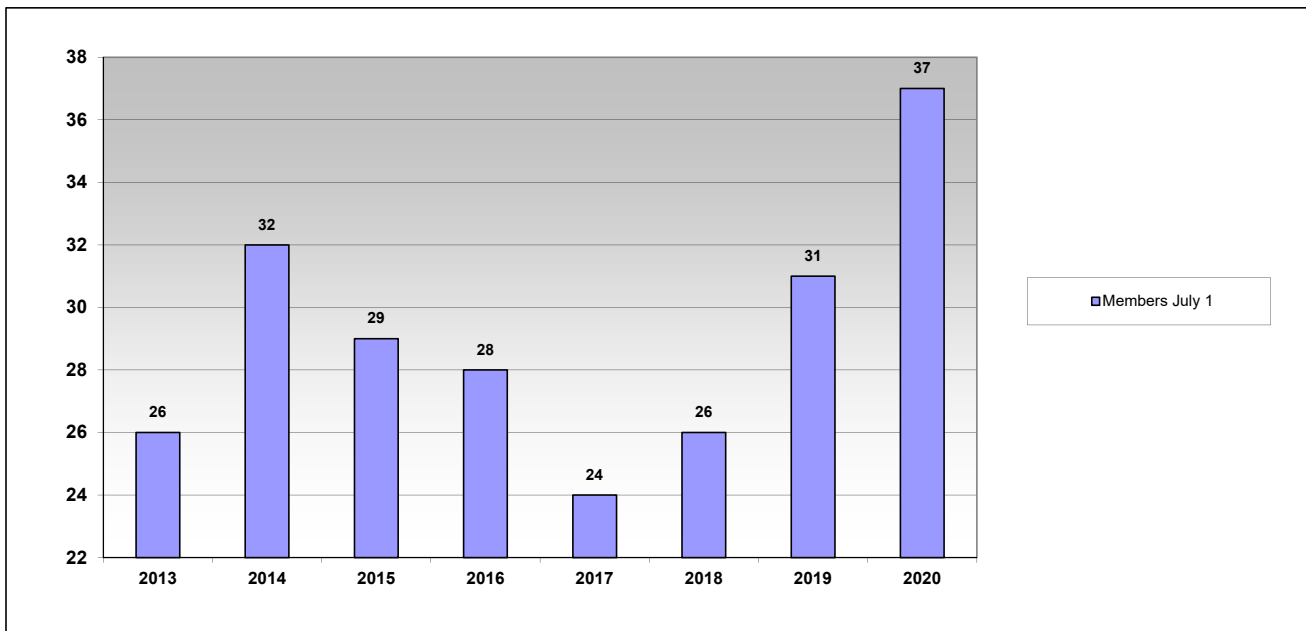
Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	37
2019-2020	31
2018-2019	26
2017-2018	24
2016-2017	28
2015-2016	29
2014-2015	32
2013-2014	26

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	34
Estimated Starting Membership July 1, 2021	
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	
Net Membership Growth Challenge = 10% or 10 members	
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	4
New Members Needed (Growth + Attrition)	

(a)
(b)
(c=b-a)
(d)
(c+d)



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

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:

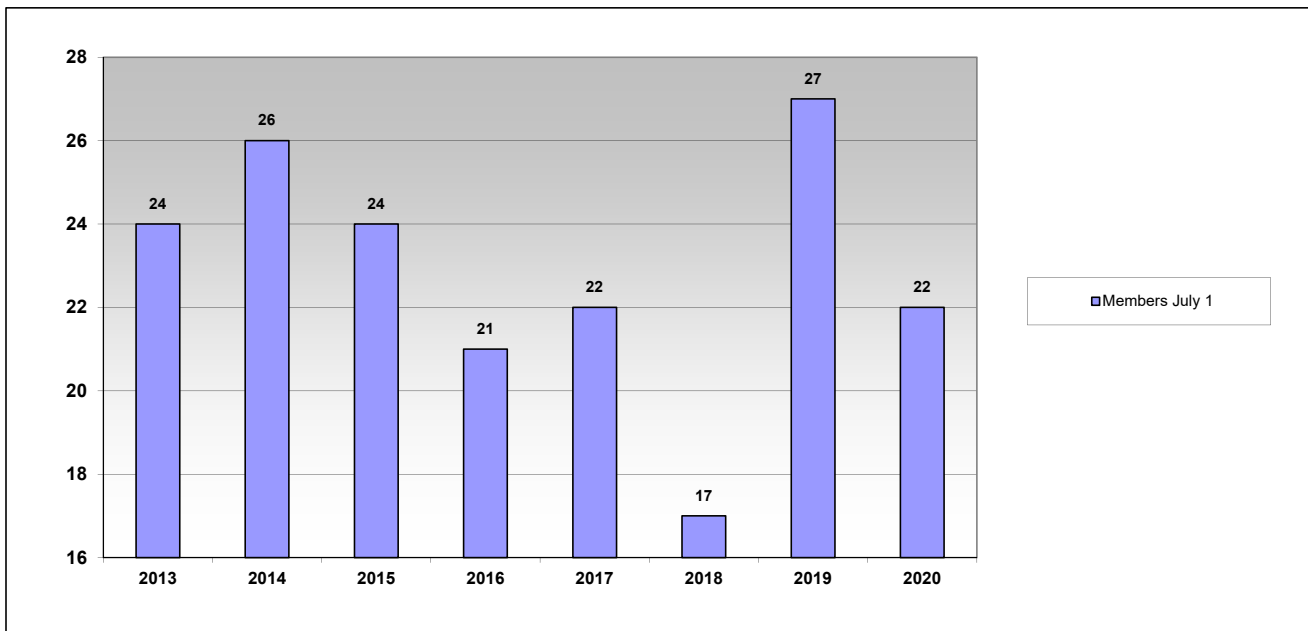
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	22
2019-2020	27
2018-2019	17
2017-2018	22
2016-2017	21
2015-2016	24
2014-2015	26
2013-2014	24

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	22	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	4	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **13.0%**
 My club's **Annual Attraction Rate** (3-year average): **14.8%**
 My club's **Annual Net Growth Rate**: + %

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:

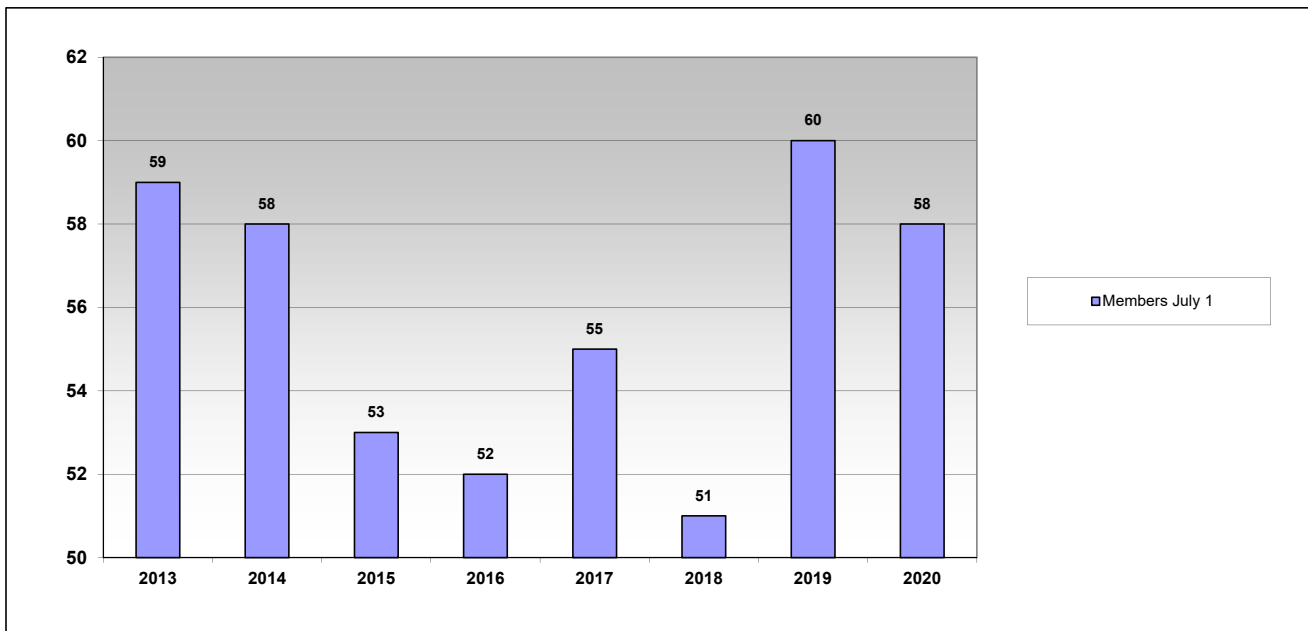
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	58
2019-2020	60
2018-2019	51
2017-2018	55
2016-2017	52
2015-2016	53
2014-2015	58
2013-2014	59

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	58
<u>Estimated Starting Membership July 1, 2021</u>	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	8 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

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): 24.7%
 My club's **Annual Attraction Rate** (3-year average): 25.9%
 My club's **Annual Net Growth Rate**: + _____ %

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:

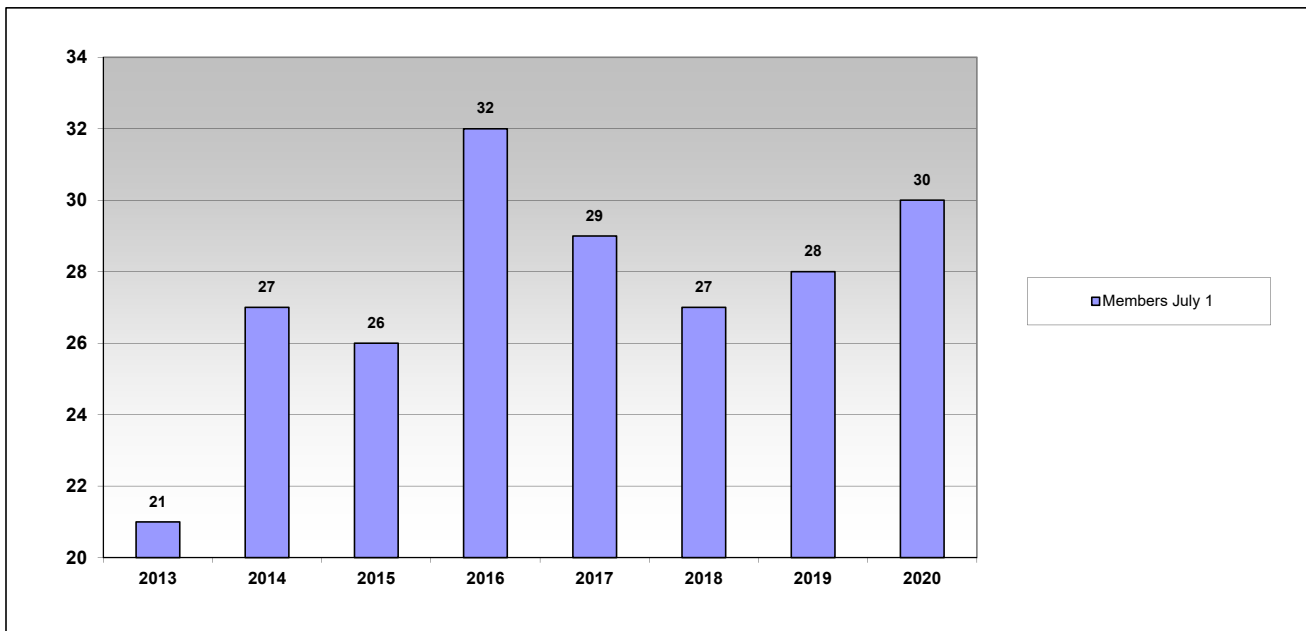
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	30
2019-2020	28
2018-2019	27
2017-2018	29
2016-2017	32
2015-2016	26
2014-2015	27
2013-2014	21

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	30	
<u>Estimated Starting Membership July 1, 2021</u>		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	7	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **11.6%**

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

My club's **Annual Net Growth Rate**: **+ %**

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:

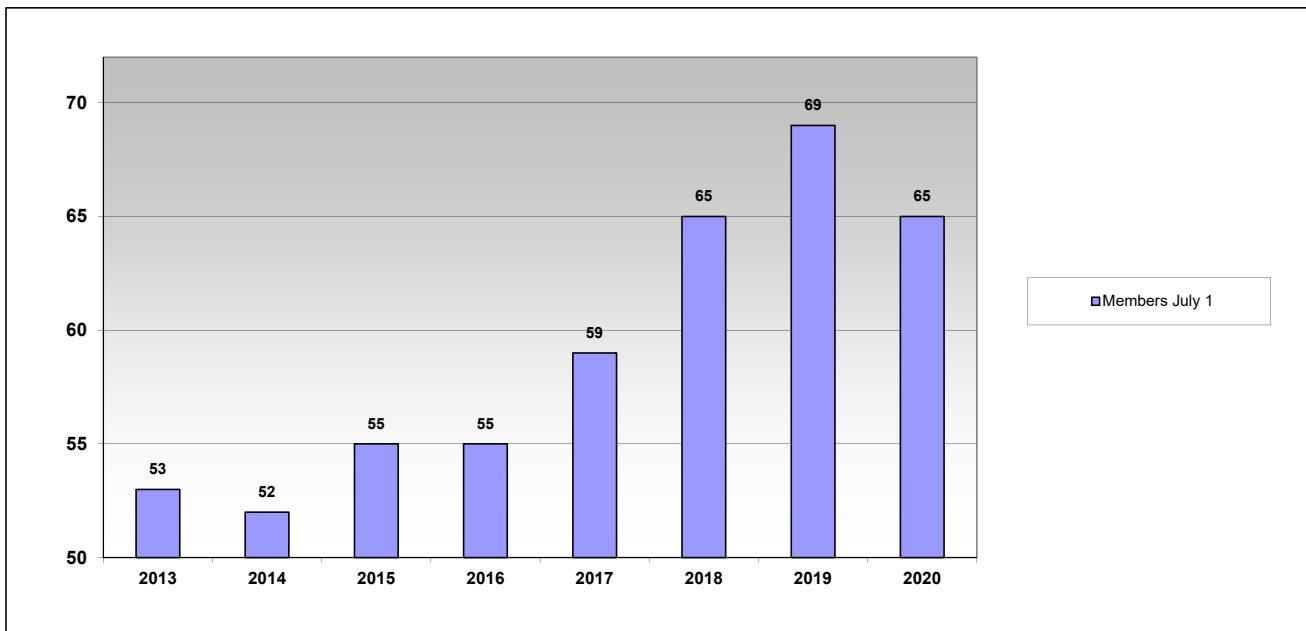
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	65
2019-2020	69
2018-2019	65
2017-2018	59
2016-2017	55
2015-2016	55
2014-2015	52
2013-2014	53

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	64	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	8	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): 21.6%
 My club's **Annual Attraction Rate** (3-year average): 18.3%
 My club's **Annual Net Growth Rate**: - ____%

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:

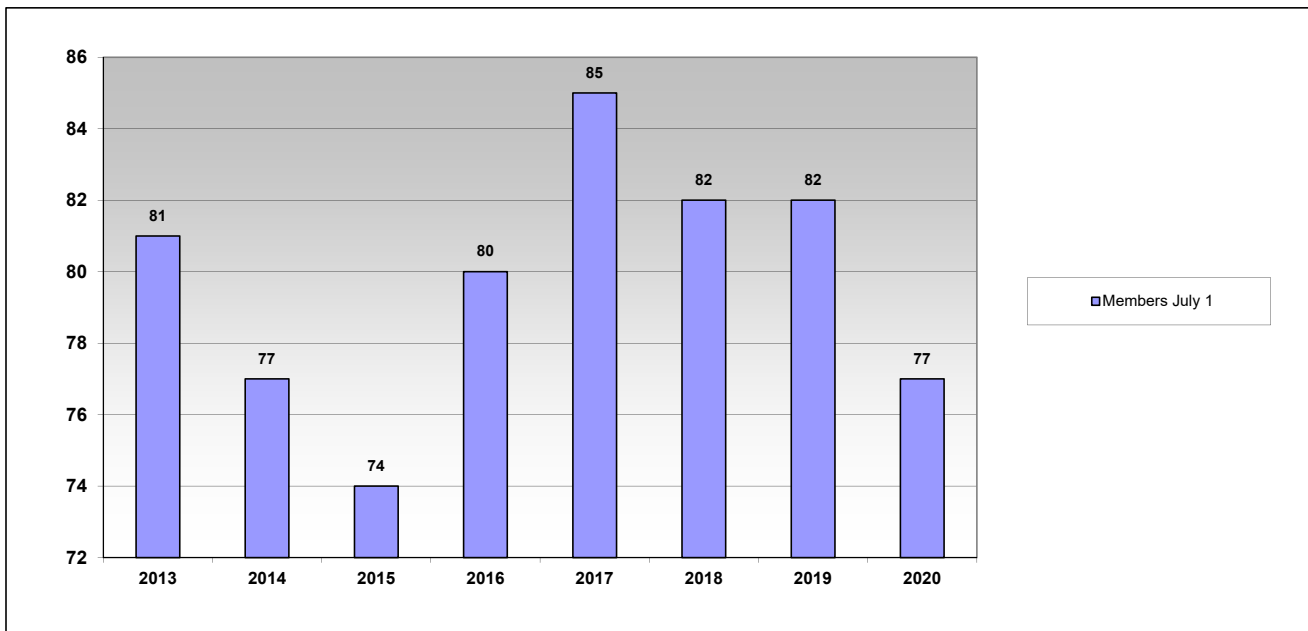
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	77
2019-2020	82
2018-2019	82
2017-2018	85
2016-2017	80
2015-2016	74
2014-2015	77
2013-2014	81

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	79	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	18	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **9.6%**

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

My club's **Annual Net Growth Rate**: + %

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:

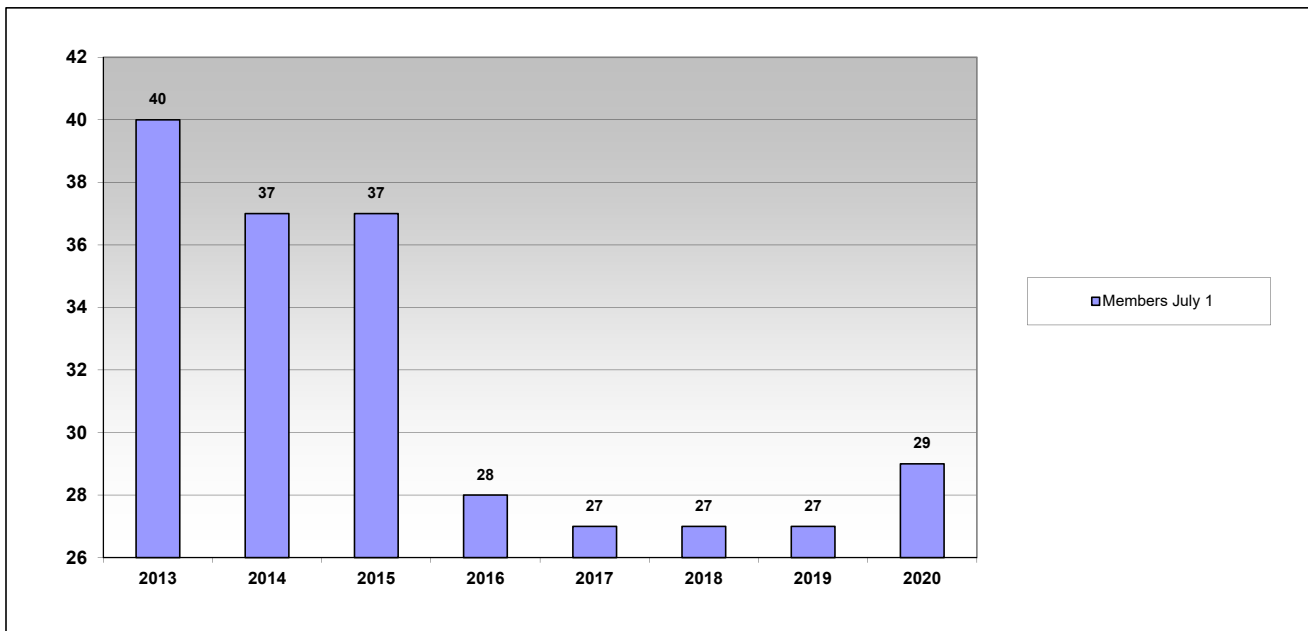
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	29
2019-2020	27
2018-2019	27
2017-2018	27
2016-2017	28
2015-2016	37
2014-2015	37
2013-2014	40

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	37	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	3	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **15.5%**

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

My club's **Annual Net Growth Rate**: **- %**

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:

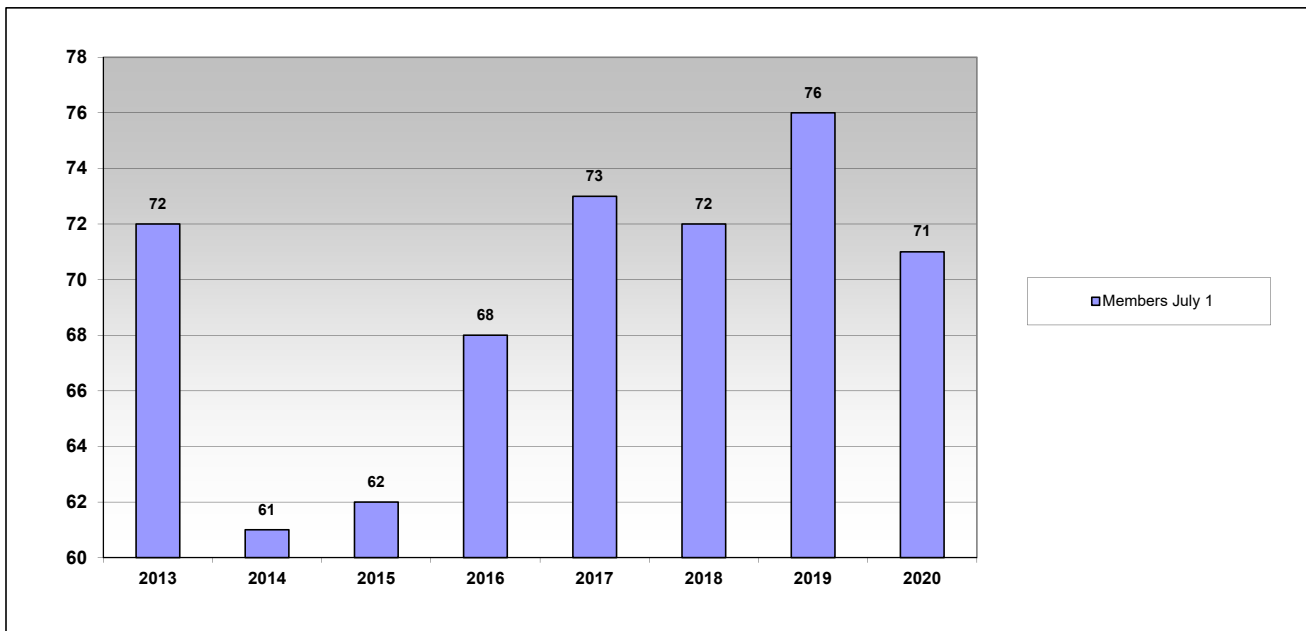
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	71
2019-2020	76
2018-2019	72
2017-2018	73
2016-2017	68
2015-2016	62
2014-2015	61
2013-2014	72

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	69	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	12	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **7.0%**

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

My club's **Annual Net Growth Rate**: **- %**

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:

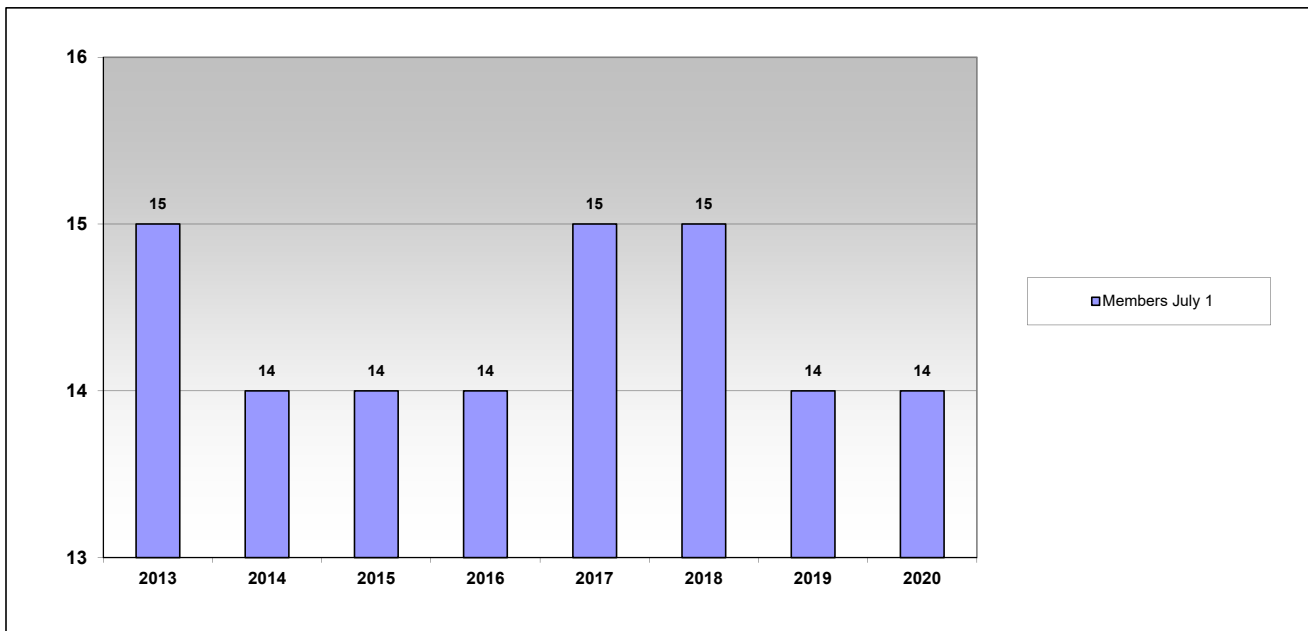
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	14
2019-2020	14
2018-2019	15
2017-2018	15
2016-2017	14
2015-2016	14
2014-2015	14
2013-2014	15

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	15	
<u>Estimated Starting Membership July 1, 2021</u>		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	2	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **15.1%**

My club's **Annual Attraction Rate** (3-year average): **12.3%**

My club's **Annual Net Growth Rate**: **- %**

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:

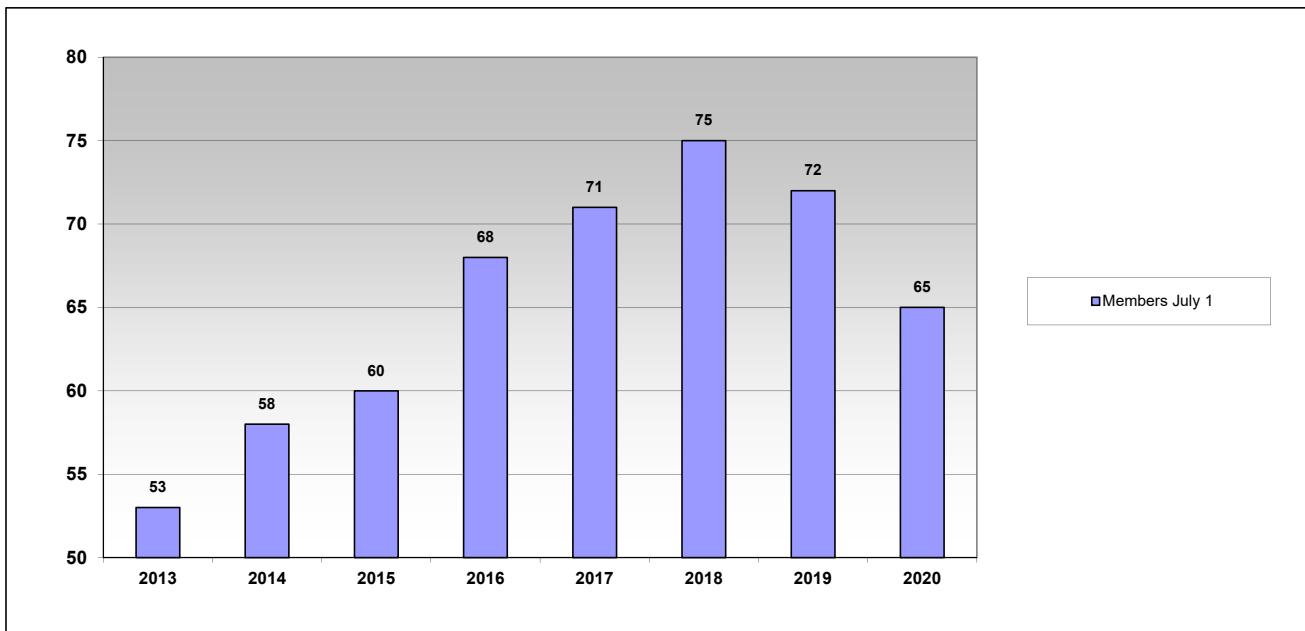
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	65
2019-2020	72
2018-2019	75
2017-2018	71
2016-2017	68
2015-2016	60
2014-2015	58
2013-2014	53

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	63	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	11	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): 22.3%

My club's **Annual Attraction Rate** (3-year average): 16.7%

My club's **Annual Net Growth Rate**: - %

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:

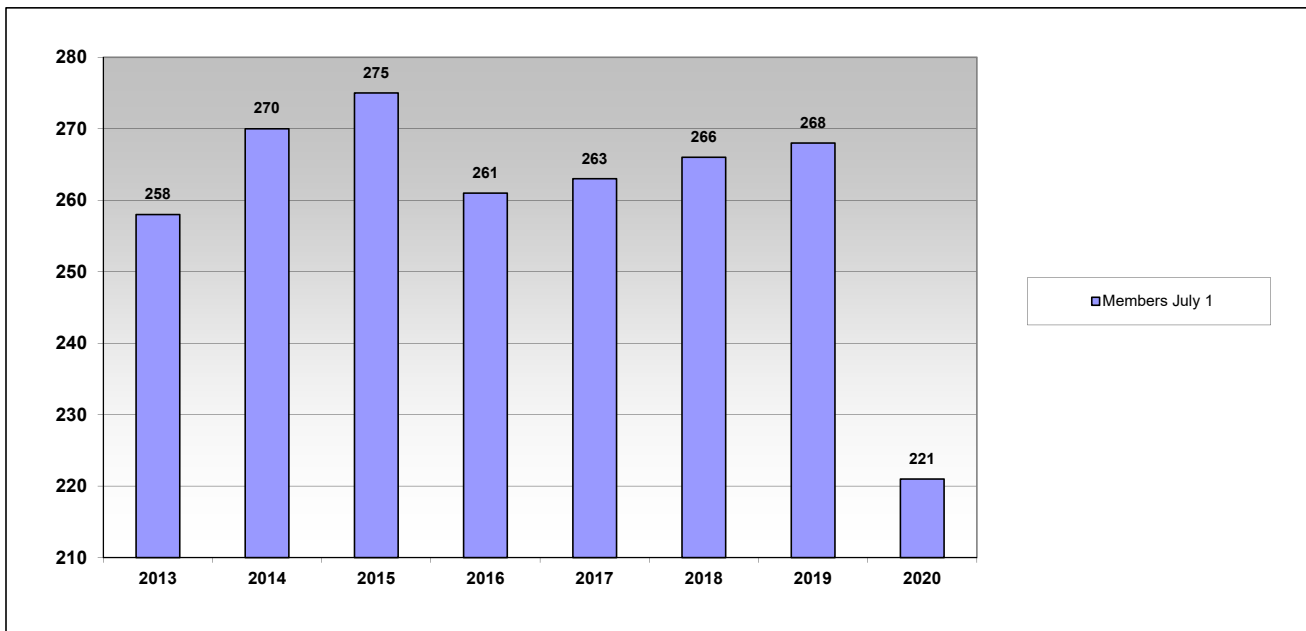
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	221
2019-2020	268
2018-2019	266
2017-2018	263
2016-2017	261
2015-2016	275
2014-2015	270
2013-2014	258

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	214	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	56	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): 38.9%

My club's **Annual Attraction Rate** (3-year average): 27.8%

My club's **Annual Net Growth Rate**: - ____%

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

Success Targets

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

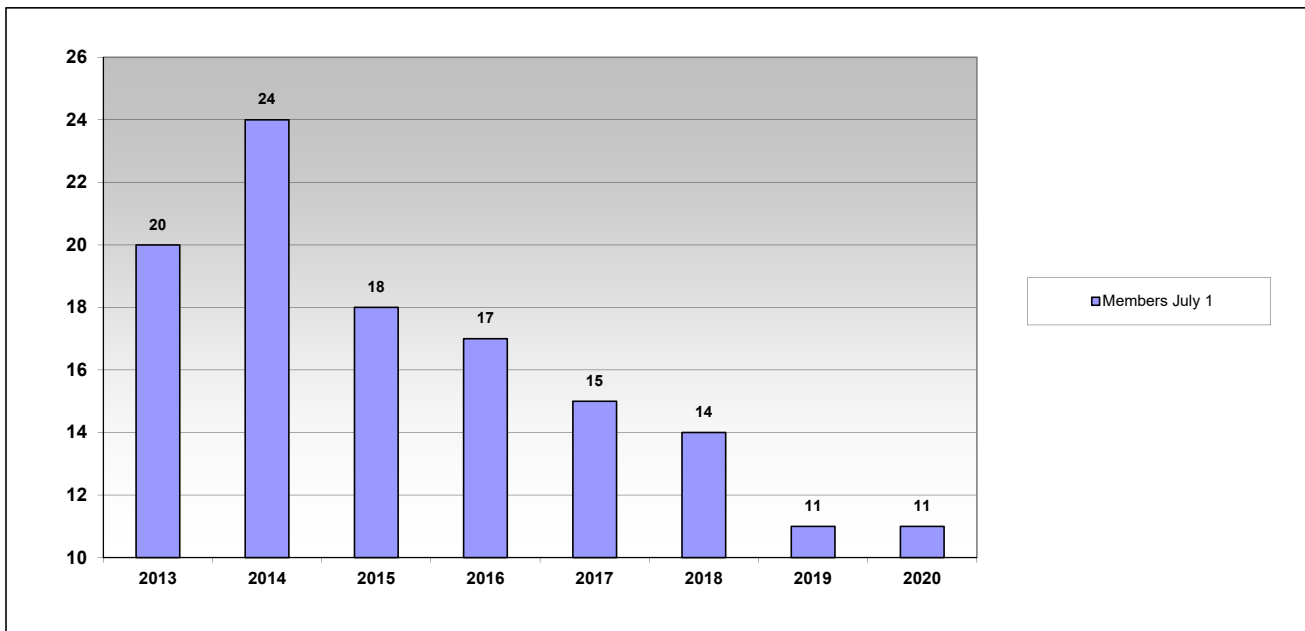
Attraction greater than 20%
(July 1 membership x .20)

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	11
2019-2020	11
2018-2019	14
2017-2018	15
2016-2017	17
2015-2016	18
2014-2015	24
2013-2014	20

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	13	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	5	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

Greenville City Center

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): **27.2%**
 My club's **Annual Net Growth Rate**: + %

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:

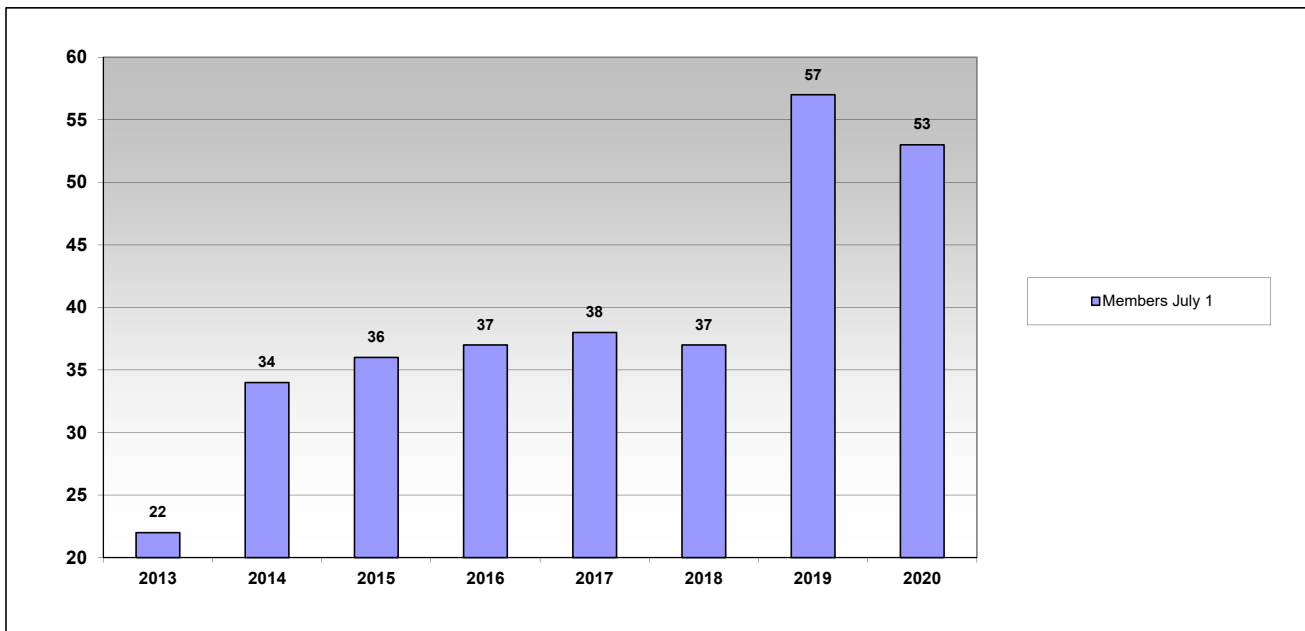
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	53
2019-2020	57
2018-2019	37
2017-2018	38
2016-2017	37
2015-2016	36
2014-2015	34
2013-2014	22

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	56	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	9	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **15.8%**
 My club's **Annual Attraction Rate** (3-year average): **16.4%**
 My club's **Annual Net Growth Rate**: + %

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:

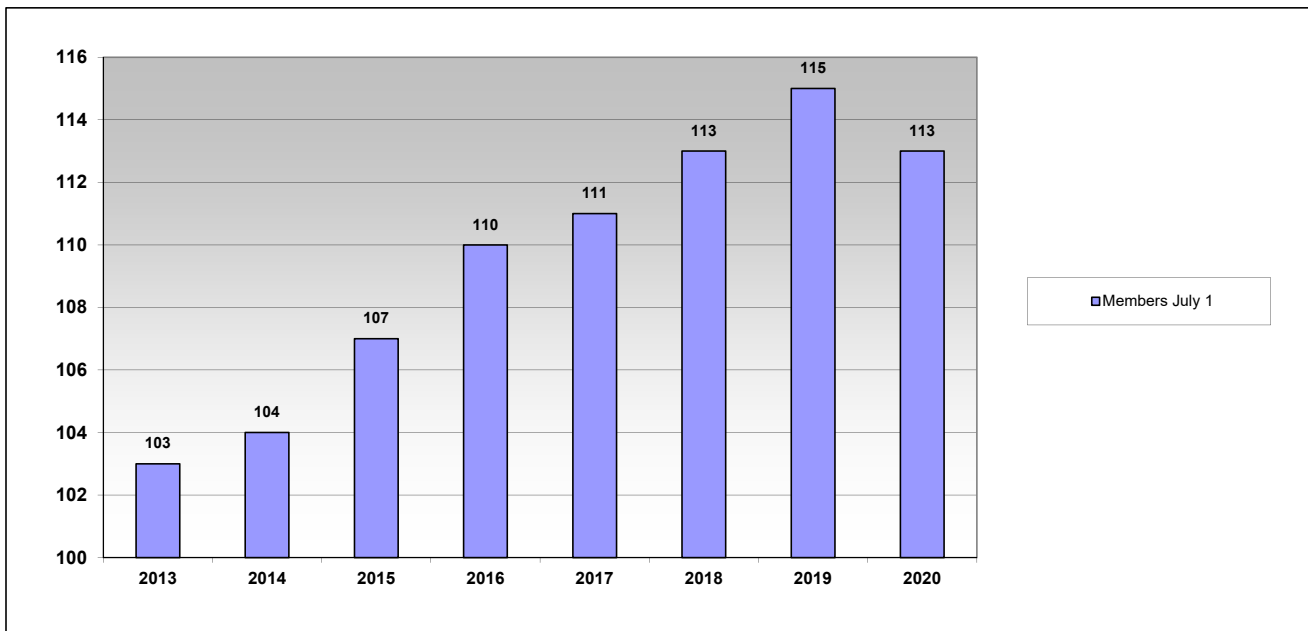
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	113
2019-2020	115
2018-2019	113
2017-2018	111
2016-2017	110
2015-2016	107
2014-2015	104
2013-2014	103

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	110
Estimated Starting Membership July 1, 2021	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	18 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

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): 28.6%

My club's **Annual Attraction Rate** (3-year average): 14.3%

My club's **Annual Net Growth Rate**: - %

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:

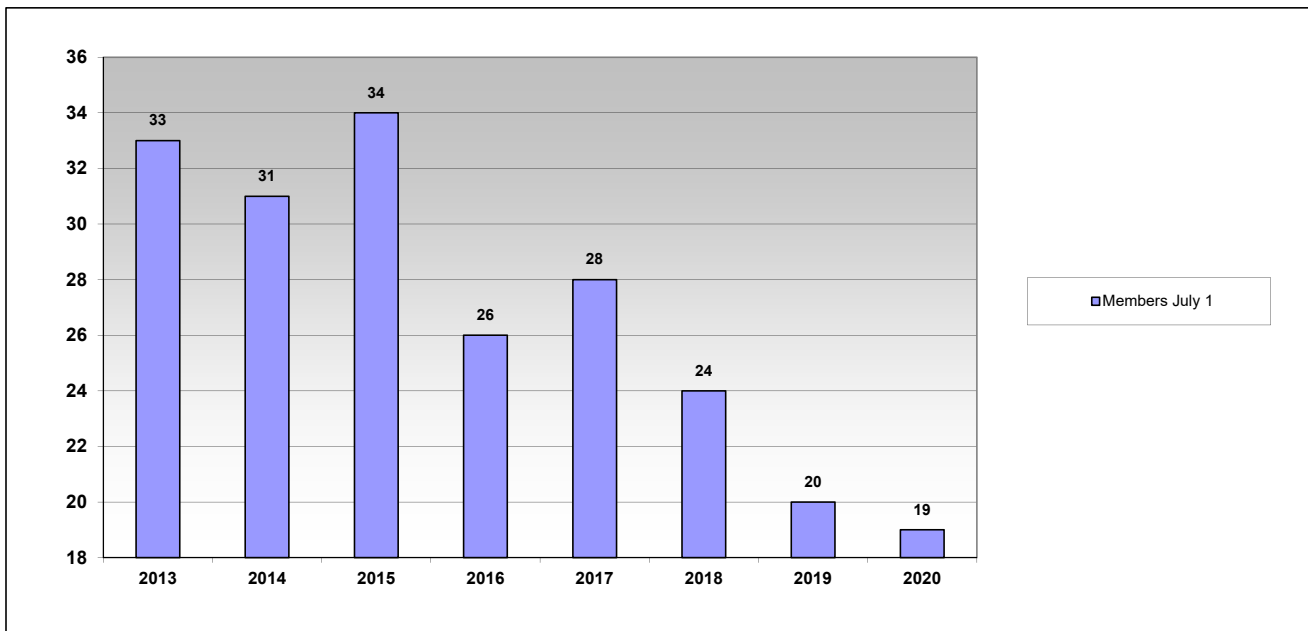
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	19
2019-2020	20
2018-2019	24
2017-2018	28
2016-2017	26
2015-2016	34
2014-2015	31
2013-2014	33

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	10
<u>Estimated Starting Membership July 1, 2021</u>	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	6 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

Indian Land Lunch

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): 19.0%

My club's **Annual Attraction Rate** (3-year average): 71.4%

My club's **Annual Net Growth Rate**: - ____%

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:

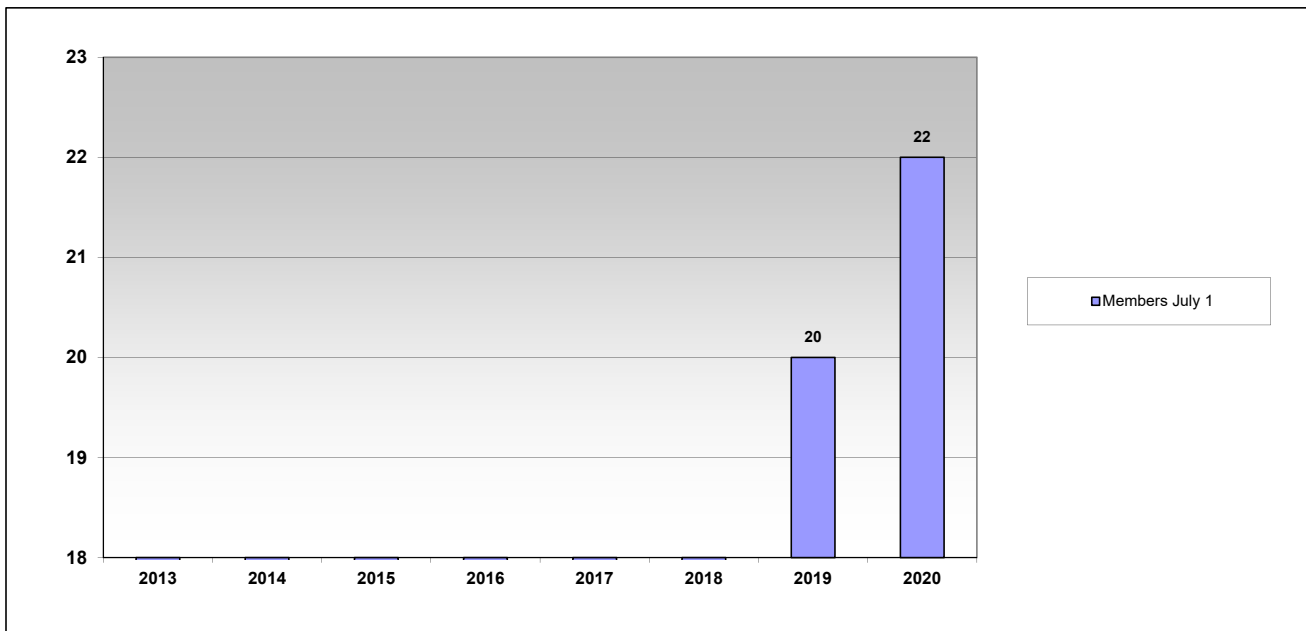
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	22
2019-2020	20
2018-2019	
2017-2018	
2016-2017	
2015-2016	
2014-2015	
2013-2014	

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	23	
<u>Estimated Starting Membership July 1, 2021</u>		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	3	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **15.9%**

My club's **Annual Attraction Rate** (3-year average): **14.3%**

My club's **Annual Net Growth Rate**: **- %**

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:

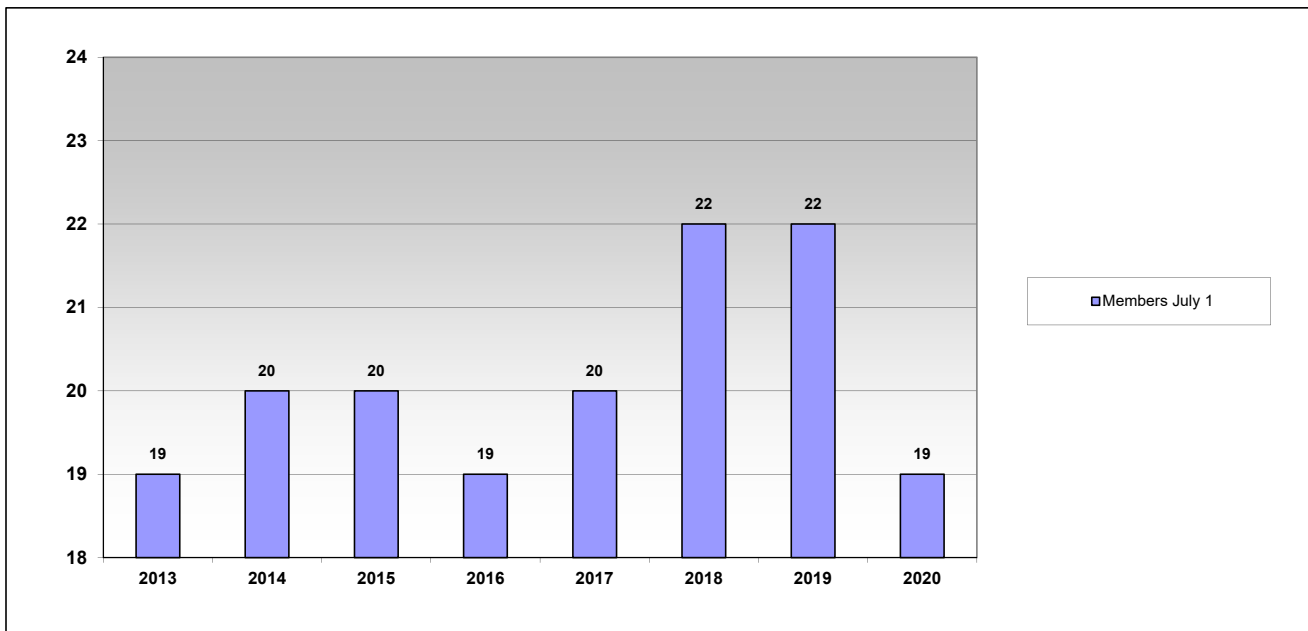
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	19
2019-2020	22
2018-2019	22
2017-2018	20
2016-2017	19
2015-2016	20
2014-2015	20
2013-2014	19

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	19	
<u>Estimated Starting Membership July 1, 2021</u>		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	4	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **9.6%**

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

My club's **Annual Net Growth Rate**: + %

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:

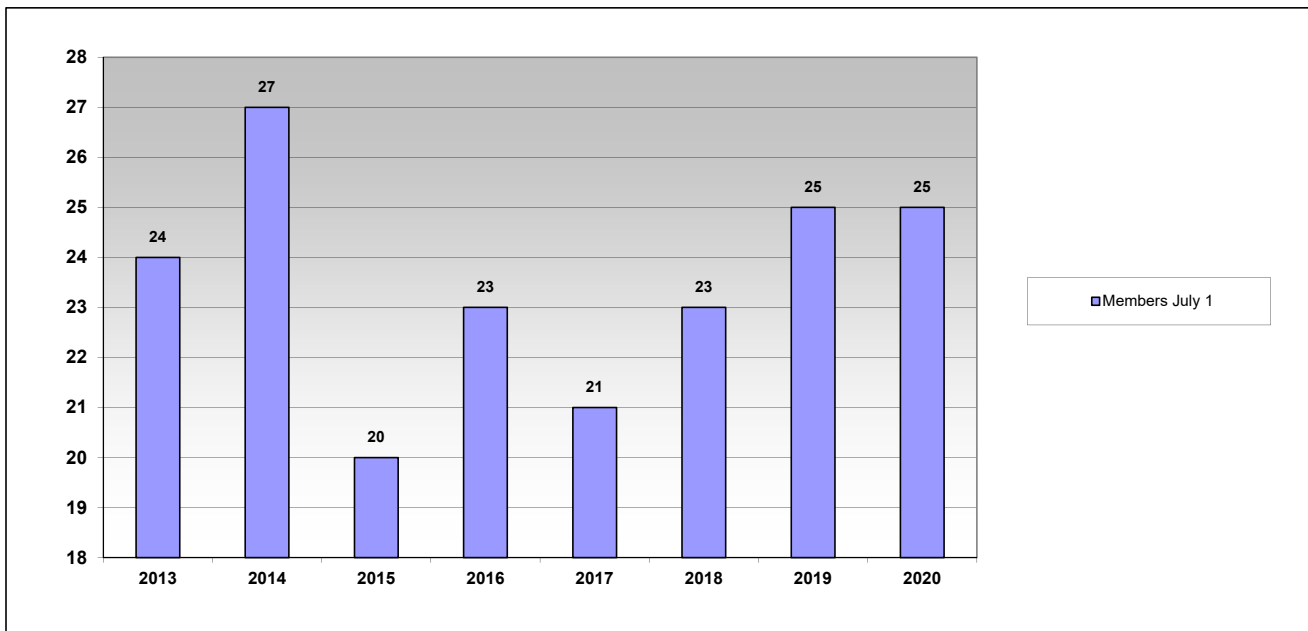
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	25
2019-2020	25
2018-2019	23
2017-2018	21
2016-2017	23
2015-2016	20
2014-2015	27
2013-2014	24

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	24
Estimated Starting Membership July 1, 2021	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	3 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

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): **7.8%**

My club's **Annual Attraction Rate** (3-year average): **9.8%**

My club's **Annual Net Growth Rate**: **+ %**

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:

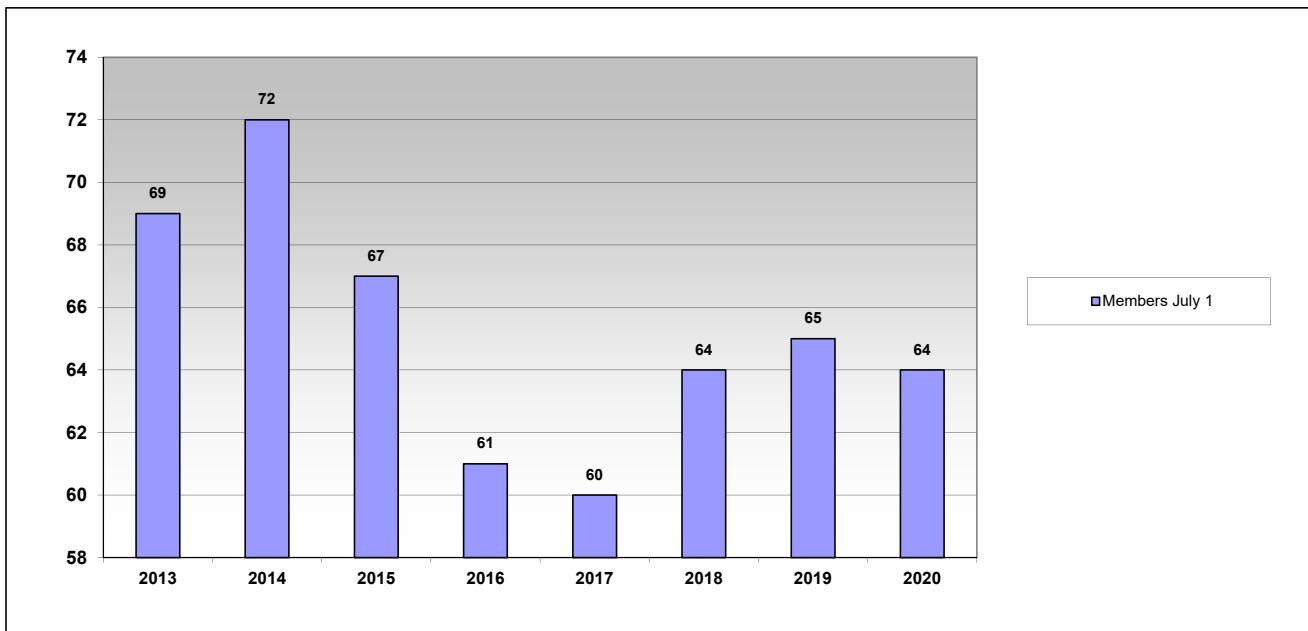
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	64
2019-2020	65
2018-2019	64
2017-2018	60
2016-2017	61
2015-2016	67
2014-2015	72
2013-2014	69

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	63	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	7	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **13.6%**

My club's **Annual Attraction Rate** (3-year average): **8.6%**

My club's **Annual Net Growth Rate**: **- %**

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:

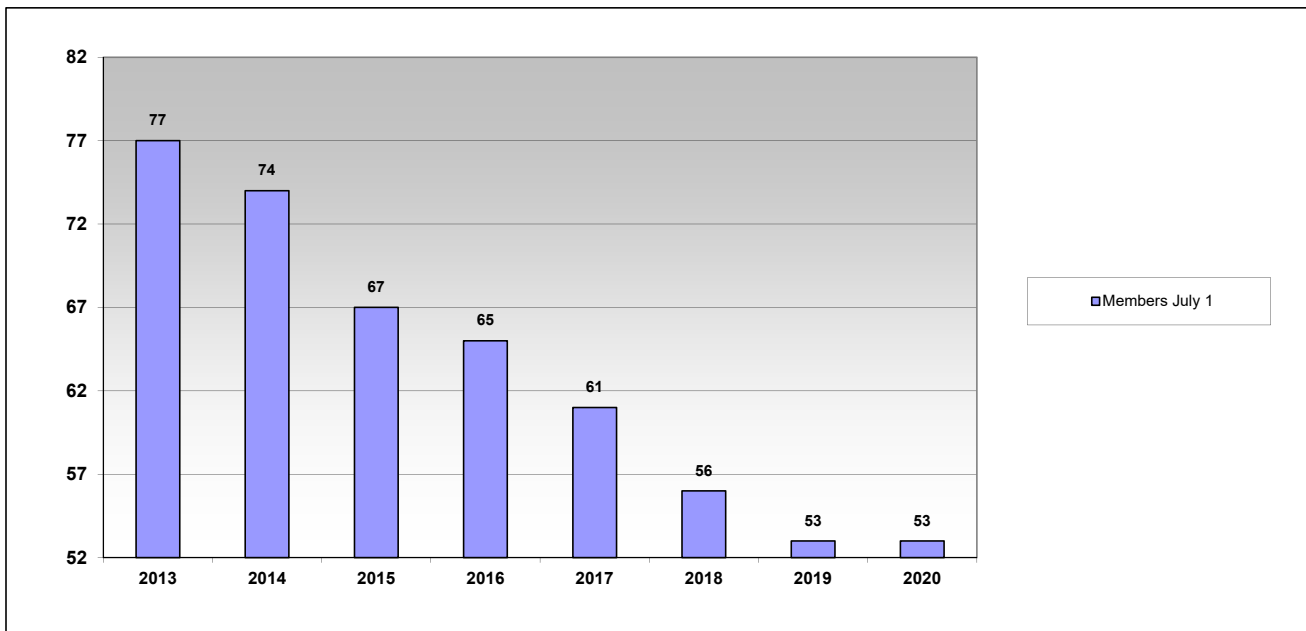
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	53
2019-2020	53
2018-2019	56
2017-2018	61
2016-2017	65
2015-2016	67
2014-2015	74
2013-2014	77

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	55	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	8	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **11.8%**
 My club's **Annual Attraction Rate** (3-year average): **15.5%**
 My club's **Annual Net Growth Rate**: + %

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:

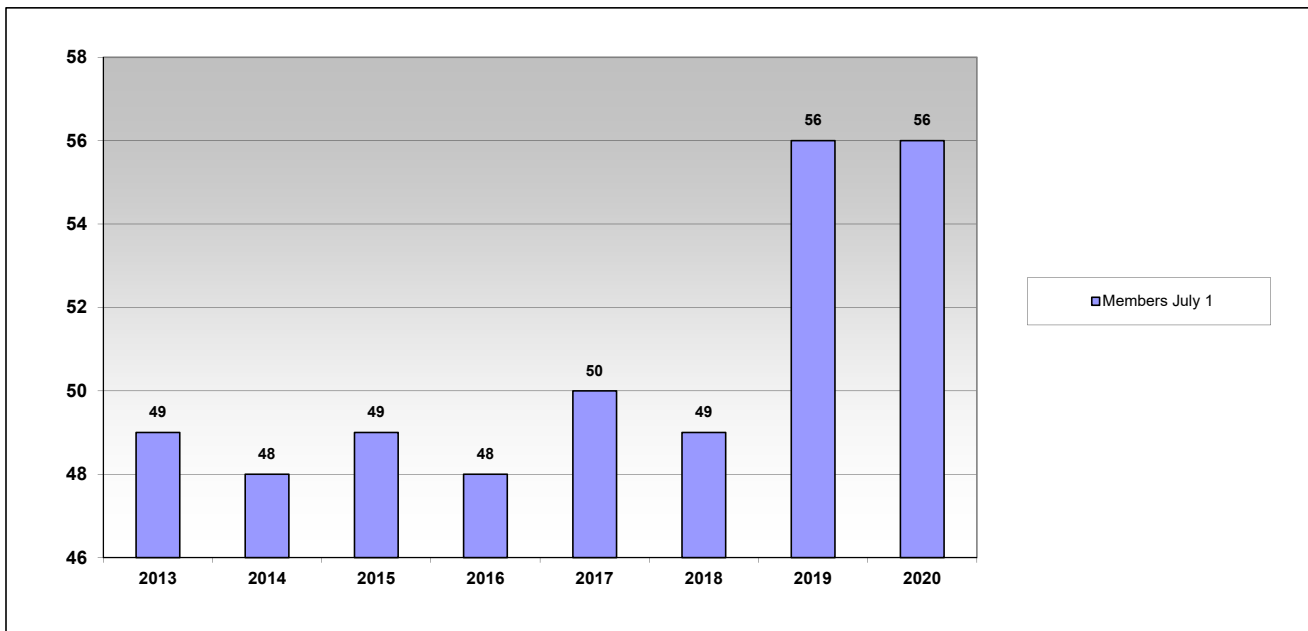
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	56
2019-2020	56
2018-2019	49
2017-2018	50
2016-2017	48
2015-2016	49
2014-2015	48
2013-2014	49

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	53
<u>Estimated Starting Membership July 1, 2021</u>	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or 10% = World Class)	7 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

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): **18.7%**

My club's **Annual Attraction Rate** (3-year average): **4.0%**

My club's **Annual Net Growth Rate**: **- %**

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:

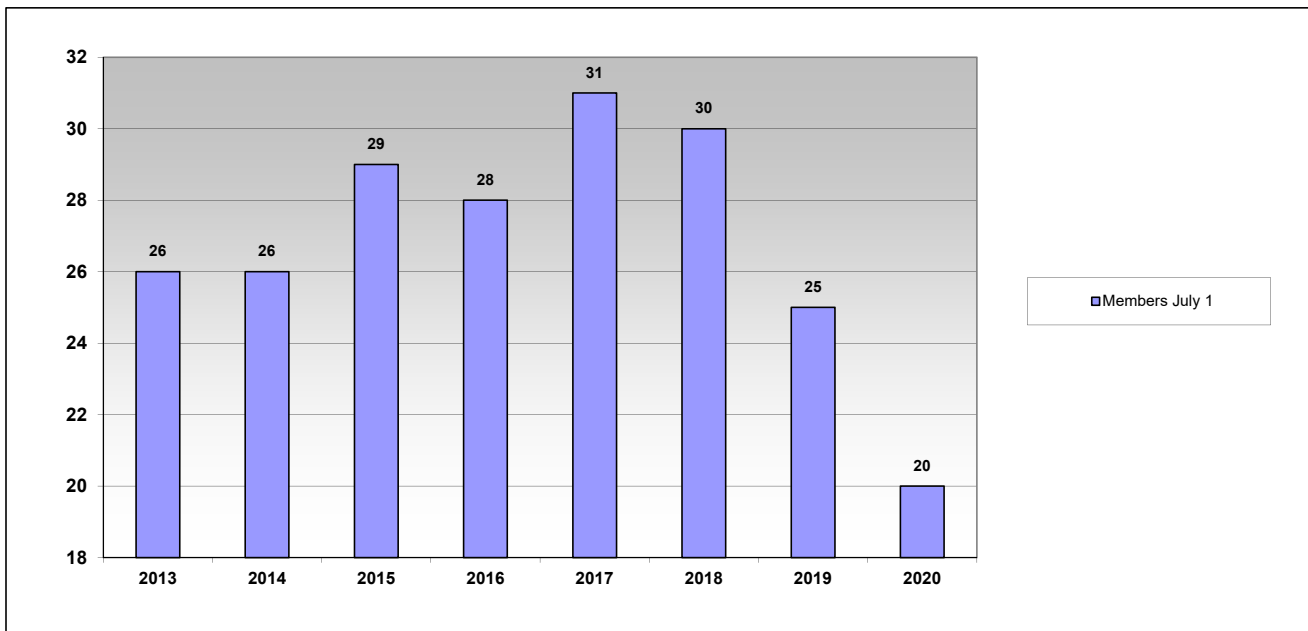
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	20
2019-2020	25
2018-2019	30
2017-2018	31
2016-2017	28
2015-2016	29
2014-2015	26
2013-2014	26

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	18	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	5	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **10.0%**
 My club's **Annual Attraction Rate** (3-year average): **10.4%**
 My club's **Annual Net Growth Rate**: **+ ___ %**

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:

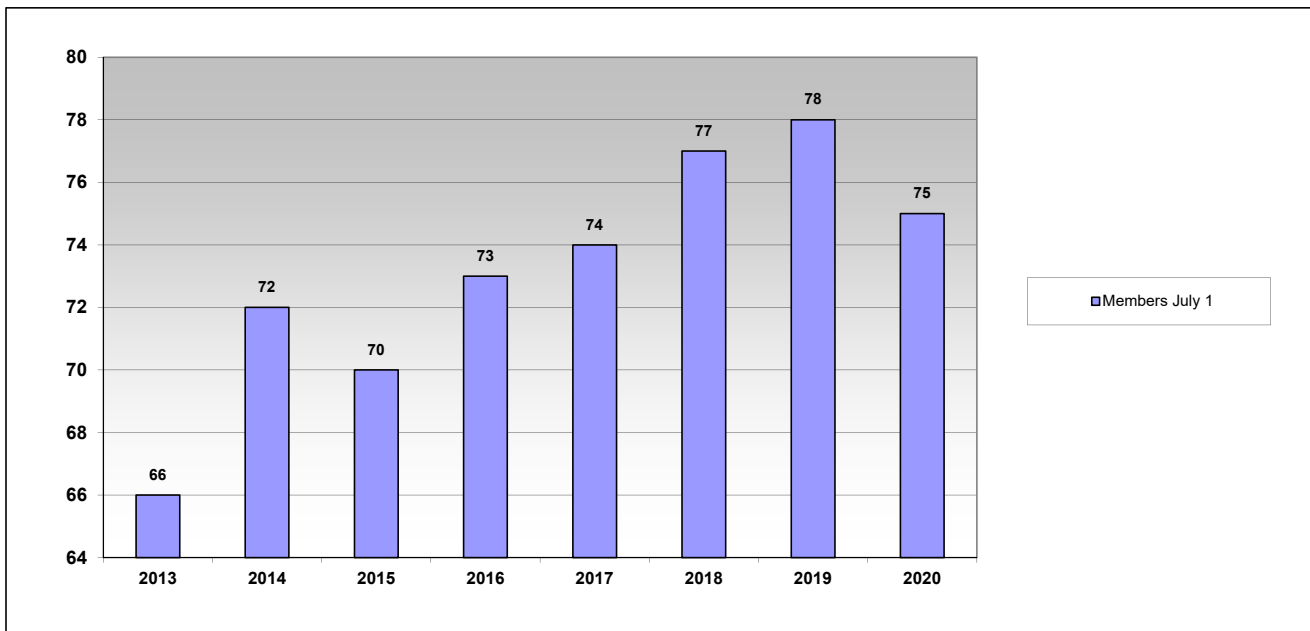
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	75
2019-2020	78
2018-2019	77
2017-2018	74
2016-2017	73
2015-2016	70
2014-2015	72
2013-2014	66

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	72
Estimated Starting Membership July 1, 2021	
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	
Net Membership Growth Challenge = 10% or 10 members	
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	8
New Members Needed (Growth + Attrition)	





Membership Goal Worksheet 2021-2022

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): **5.6%**

My club's **Annual Attraction Rate** (3-year average): **15.3%**

My club's **Annual Net Growth Rate**: %

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

Success Targets

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

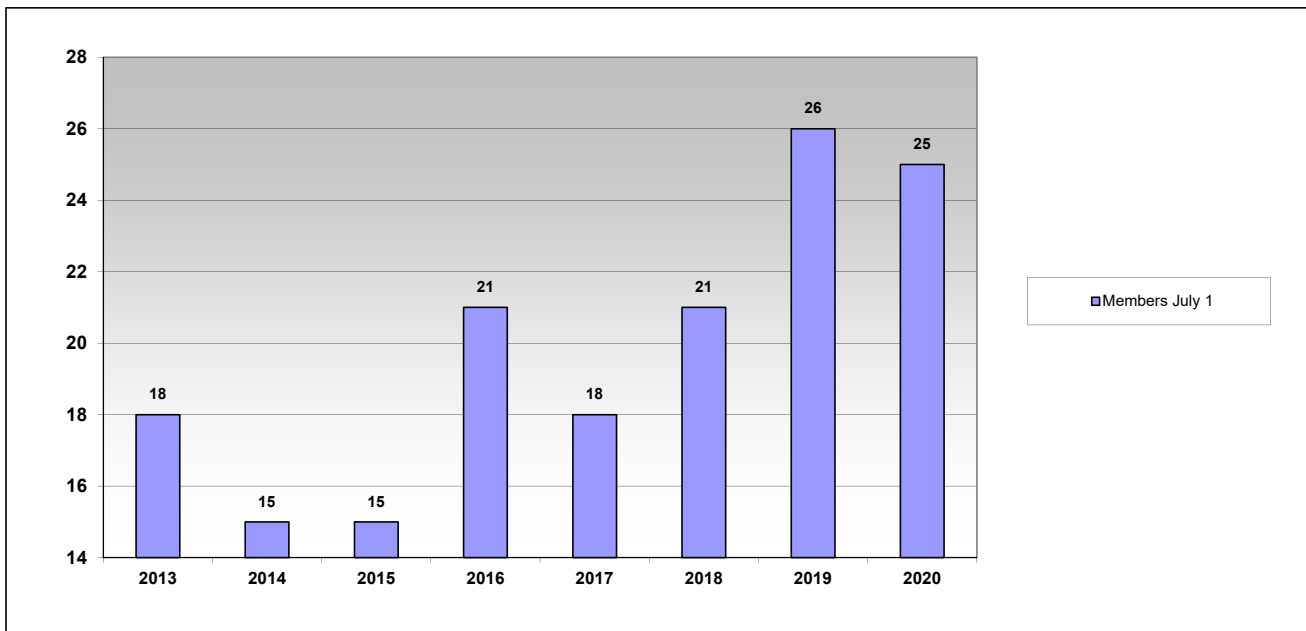
Attraction greater than 20%
(July 1 membership x .20)

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	25
2019-2020	26
2018-2019	21
2017-2018	18
2016-2017	21
2015-2016	15
2014-2015	15
2013-2014	18

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	19	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	3	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **13.6%**

My club's **Annual Attraction Rate** (3-year average): **7.3%**

My club's **Annual Net Growth Rate**: **- %**

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:

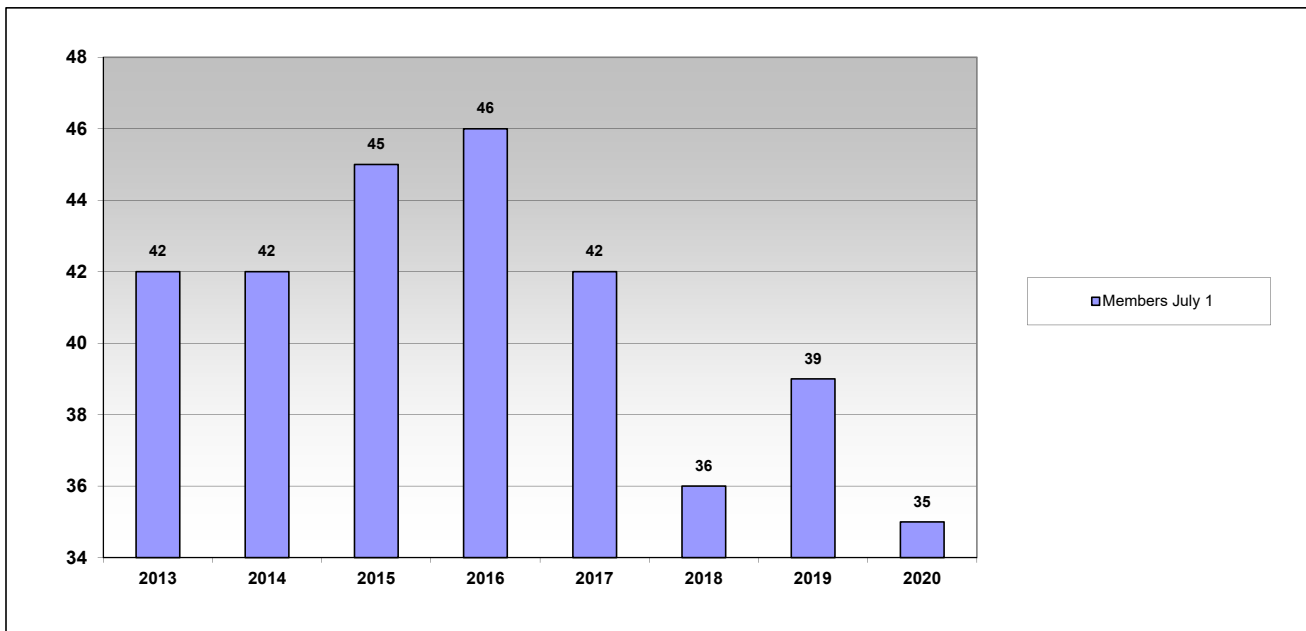
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	35
2019-2020	39
2018-2019	36
2017-2018	42
2016-2017	46
2015-2016	45
2014-2015	42
2013-2014	42

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	33
<u>Estimated Starting Membership July 1, 2021</u>	
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	
Net Membership Growth Challenge = 10% or 10 members	
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	5
New Members Needed (Growth + Attrition)	



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): **11.7%**
 My club's **Annual Net Growth Rate**: _____ %

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:

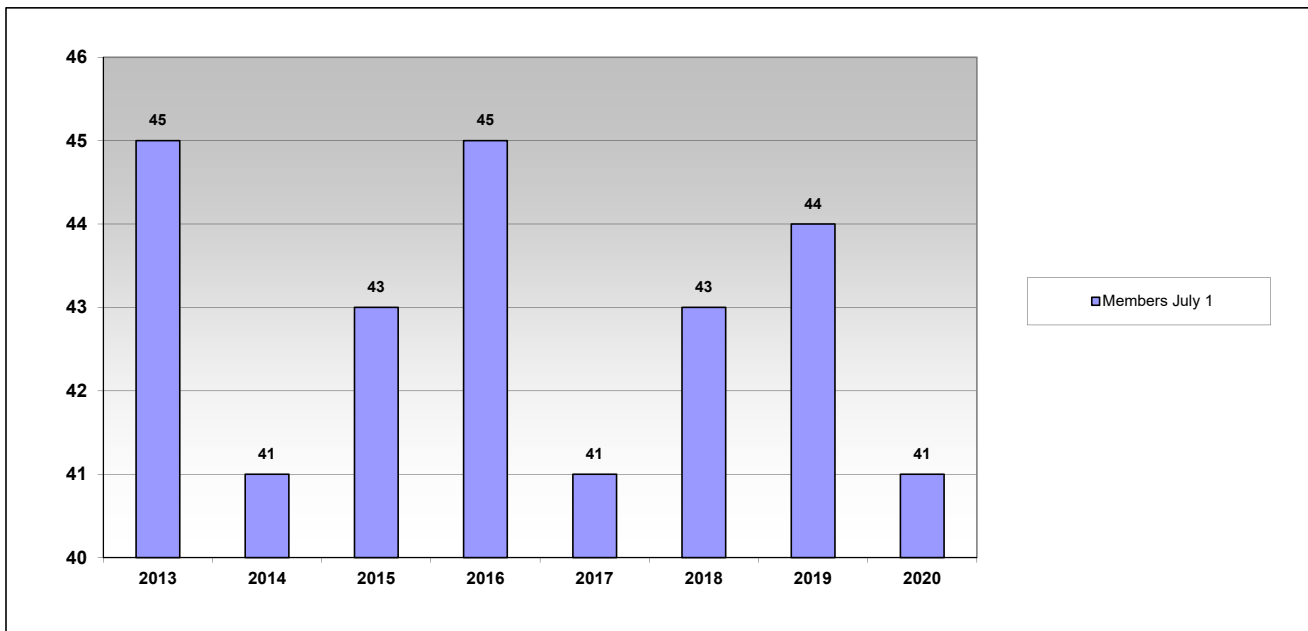
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	41
2019-2020	44
2018-2019	43
2017-2018	41
2016-2017	45
2015-2016	43
2014-2015	41
2013-2014	45

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	35
<u>Estimated Starting Membership July 1, 2021</u>	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	5 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

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): **9.6%**

My club's **Annual Attraction Rate** (3-year average): **11.0%**

My club's **Annual Net Growth Rate**: **+ %**

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:

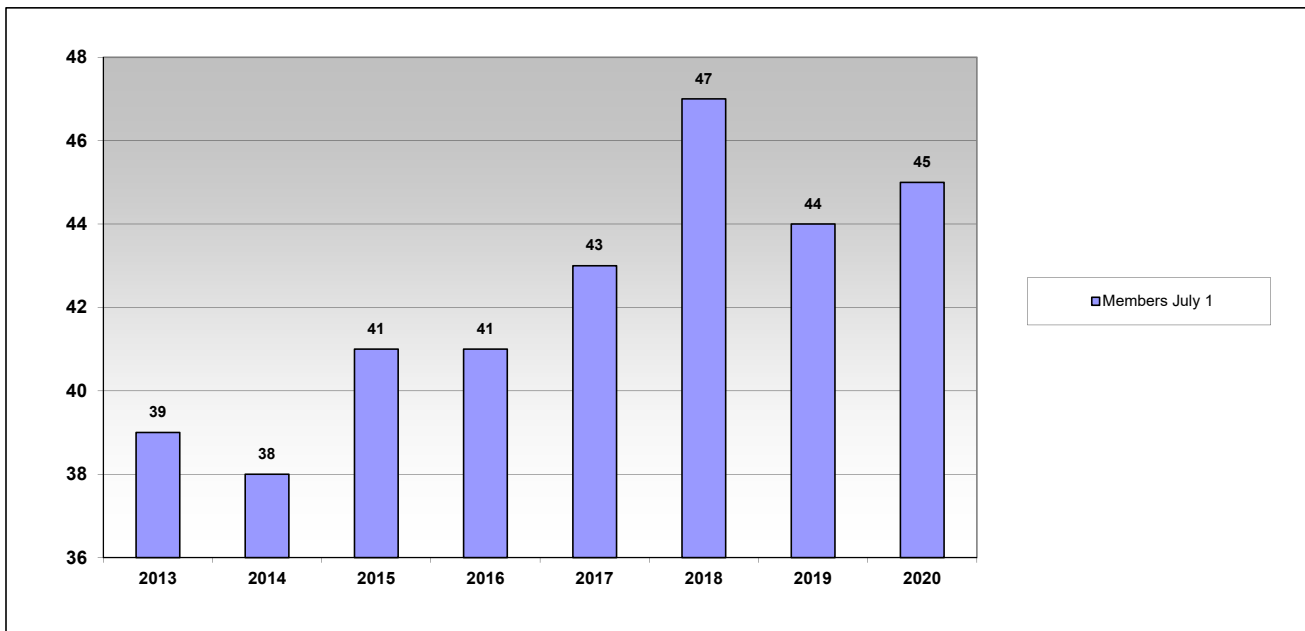
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	45
2019-2020	44
2018-2019	47
2017-2018	43
2016-2017	41
2015-2016	41
2014-2015	38
2013-2014	39

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	46	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	5	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): 29.4%

My club's **Annual Attraction Rate** (3-year average): 9.5%

My club's **Annual Net Growth Rate**: - ____%

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:

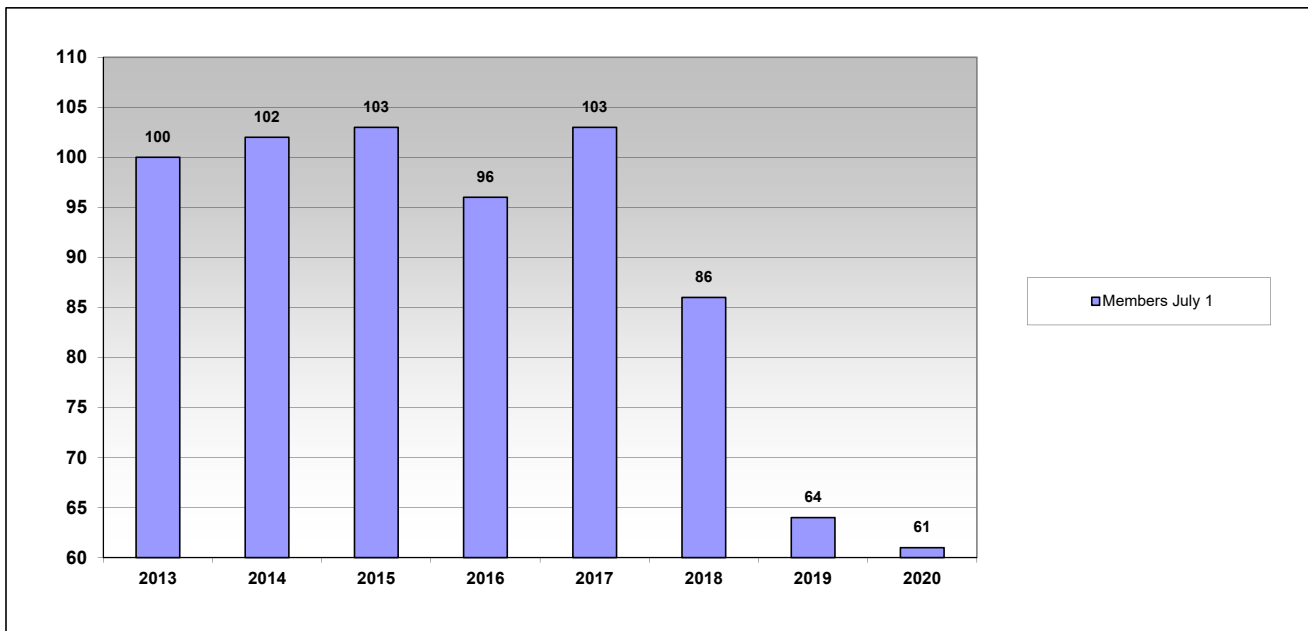
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	61
2019-2020	64
2018-2019	86
2017-2018	103
2016-2017	96
2015-2016	103
2014-2015	102
2013-2014	100

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	62	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	21	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **10.2%**

My club's **Annual Net Growth Rate**: **- %**

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:

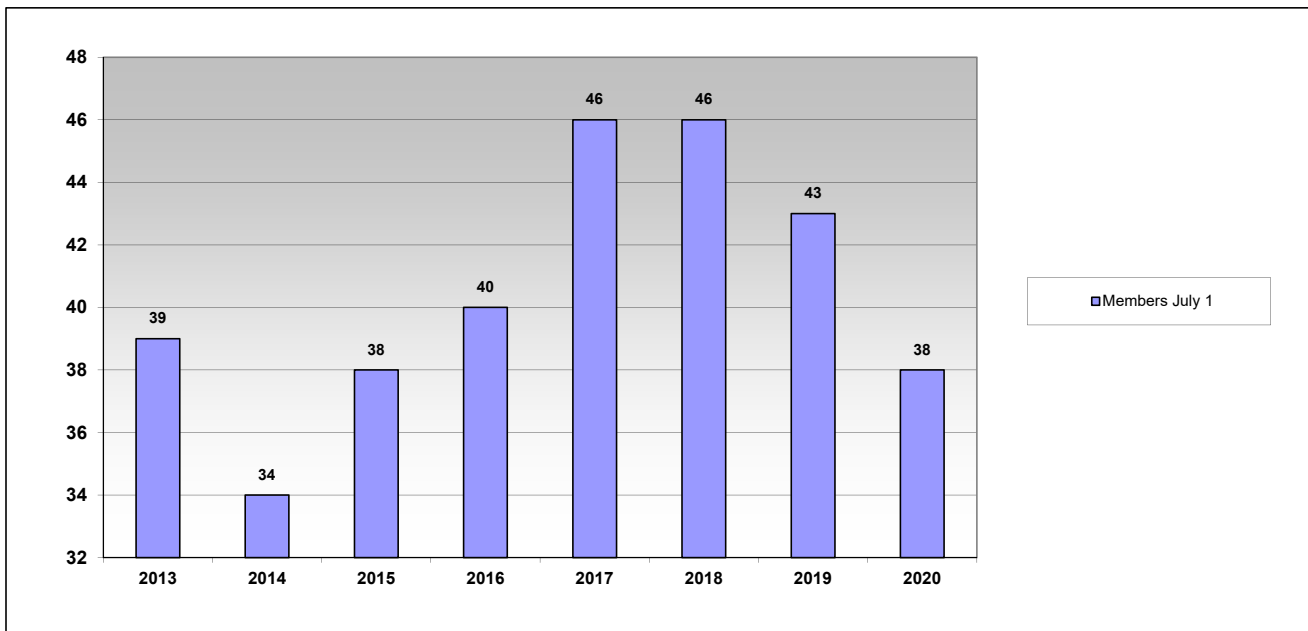
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	38
2019-2020	43
2018-2019	46
2017-2018	46
2016-2017	40
2015-2016	38
2014-2015	34
2013-2014	39

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	37
Estimated Starting Membership July 1, 2021	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	7 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

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

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:

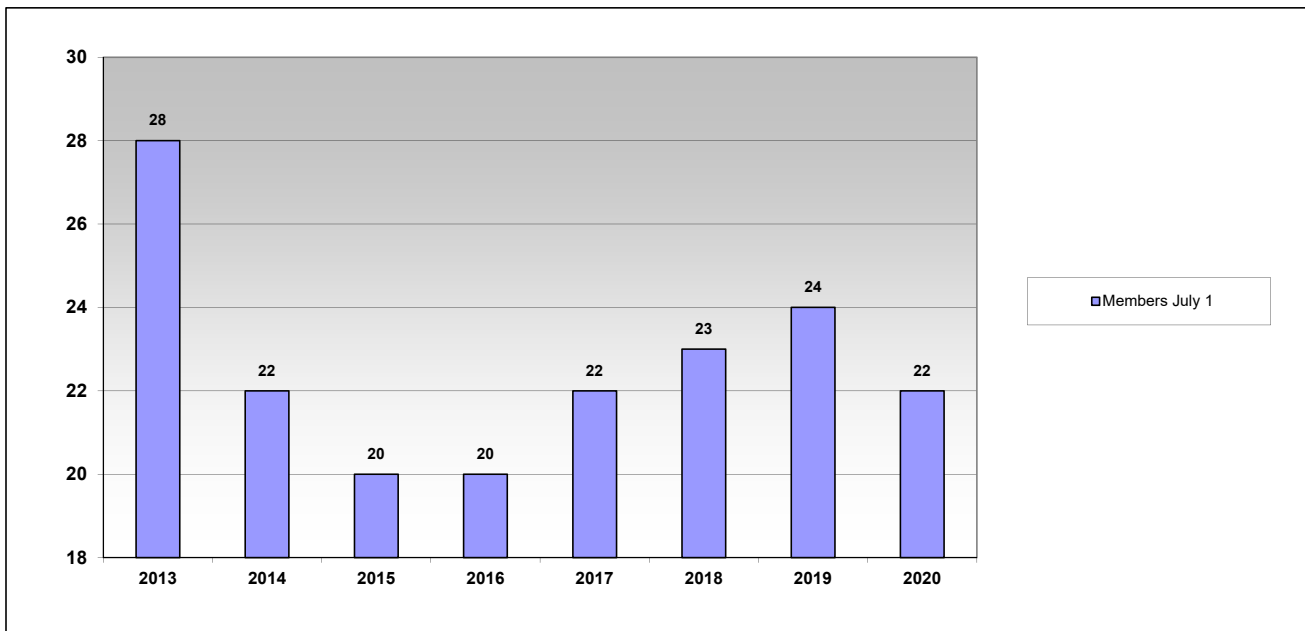
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	22
2019-2020	24
2018-2019	23
2017-2018	22
2016-2017	20
2015-2016	20
2014-2015	22
2013-2014	28

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	21	
<u>Estimated Starting Membership July 1, 2021</u>		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	3	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): 27.0%

My club's **Annual Attraction Rate** (3-year average): 14.3%

My club's **Annual Net Growth Rate**: - %

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

Success Targets

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

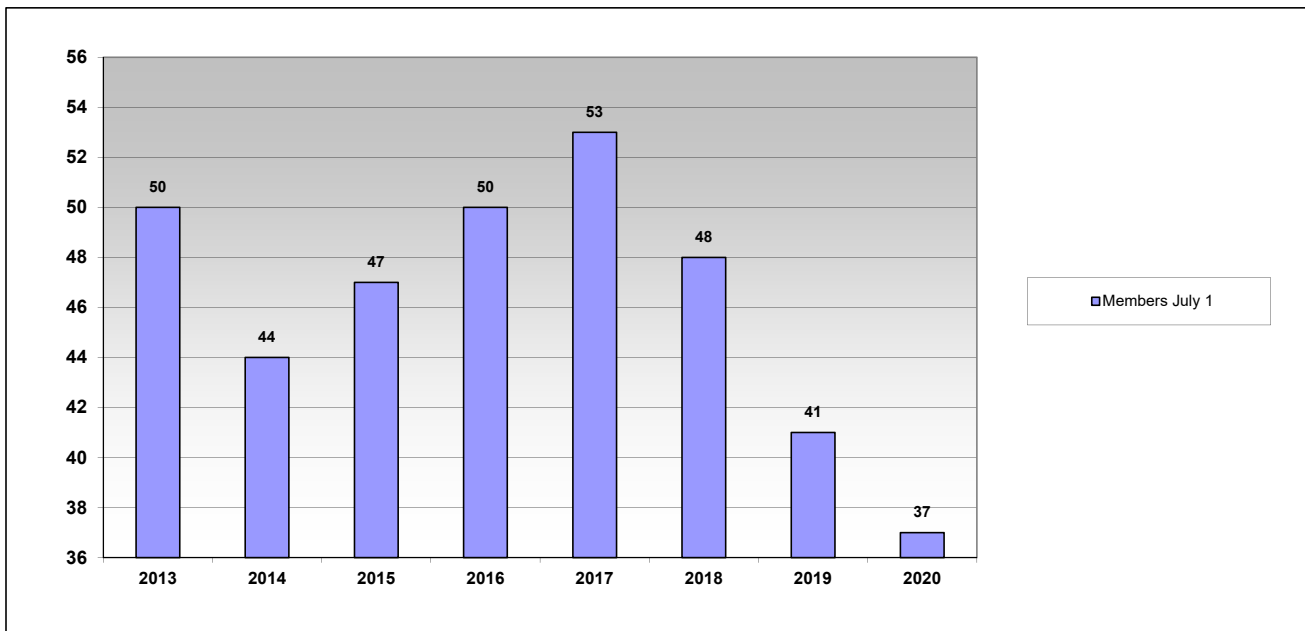
Attraction greater than 20%
(July 1 membership x .20)

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	37
2019-2020	41
2018-2019	48
2017-2018	53
2016-2017	50
2015-2016	47
2014-2015	44
2013-2014	50

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	38
Estimated Starting Membership July 1, 2021	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	12 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

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): **8.6%**

My club's **Annual Attraction Rate** (3-year average): **9.5%**

My club's **Annual Net Growth Rate**: **+ _____ %**

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:

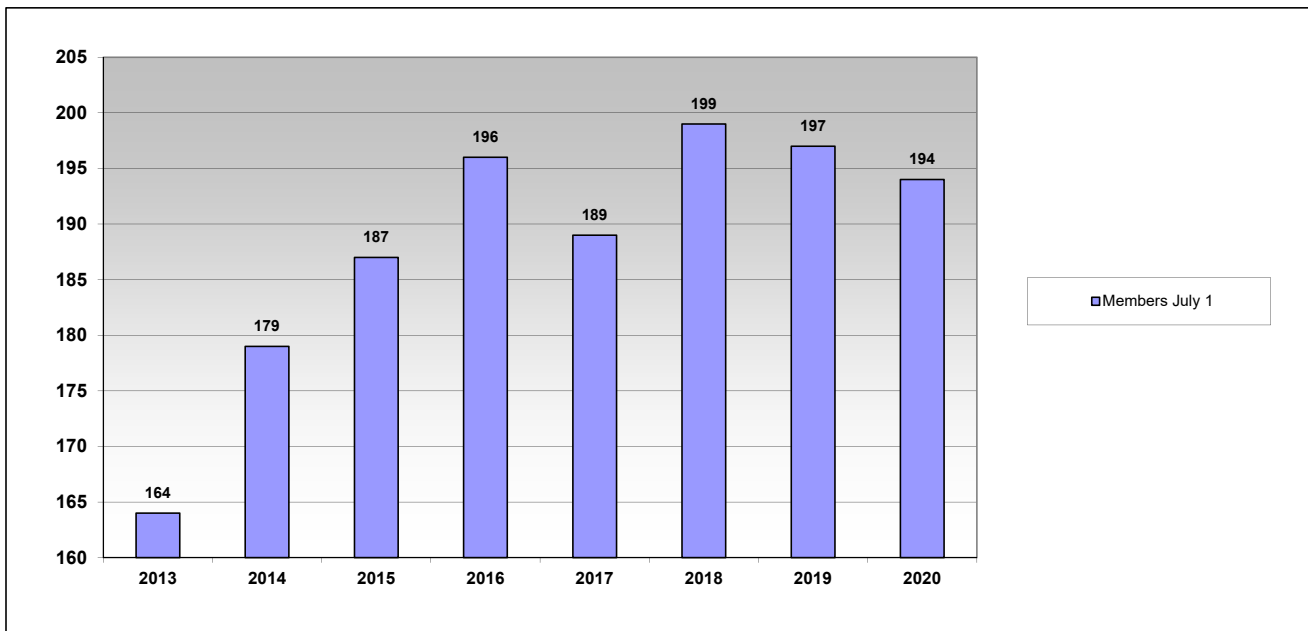
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	194
2019-2020	197
2018-2019	199
2017-2018	189
2016-2017	196
2015-2016	187
2014-2015	179
2013-2014	164

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	181	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	20	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **15.6%**
 My club's **Annual Attraction Rate** (3-year average): **17.7%**
 My club's **Annual Net Growth Rate**: **+ _____ %**

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:

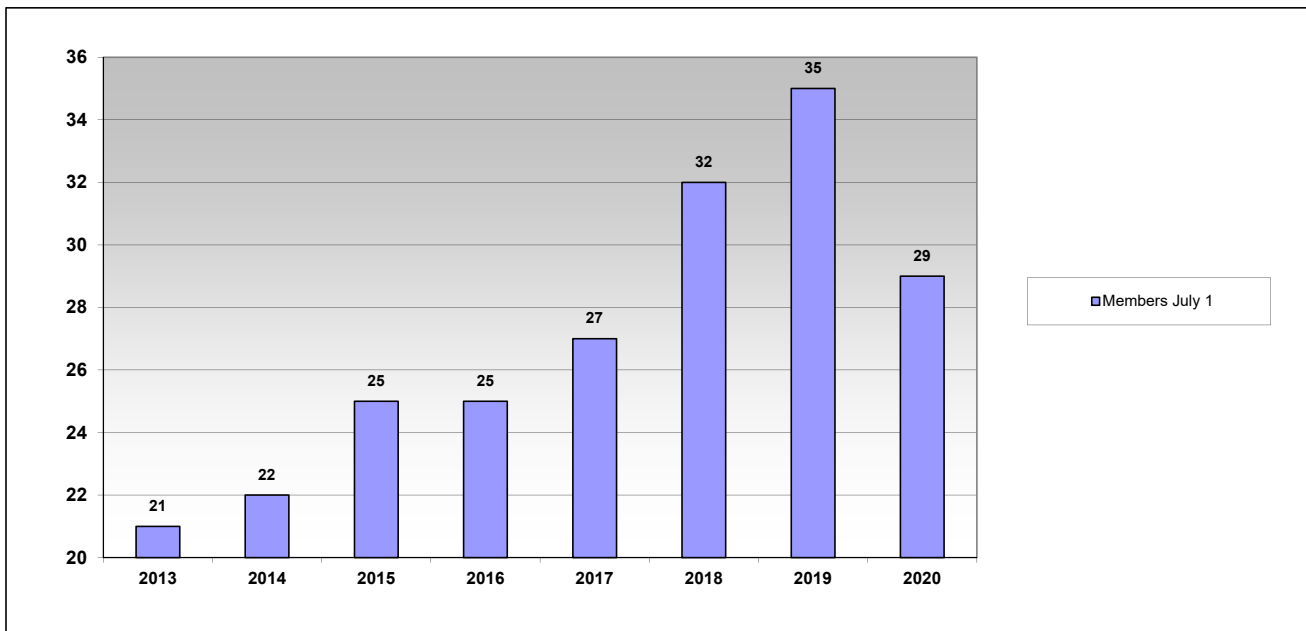
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	29
2019-2020	35
2018-2019	32
2017-2018	27
2016-2017	25
2015-2016	25
2014-2015	22
2013-2014	21

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	29	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	5	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

The Foothills, TR

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): 31.0%

My club's **Annual Attraction Rate** (3-year average): 16.7%

My club's **Annual Net Growth Rate**: - ___%

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

Success Targets

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

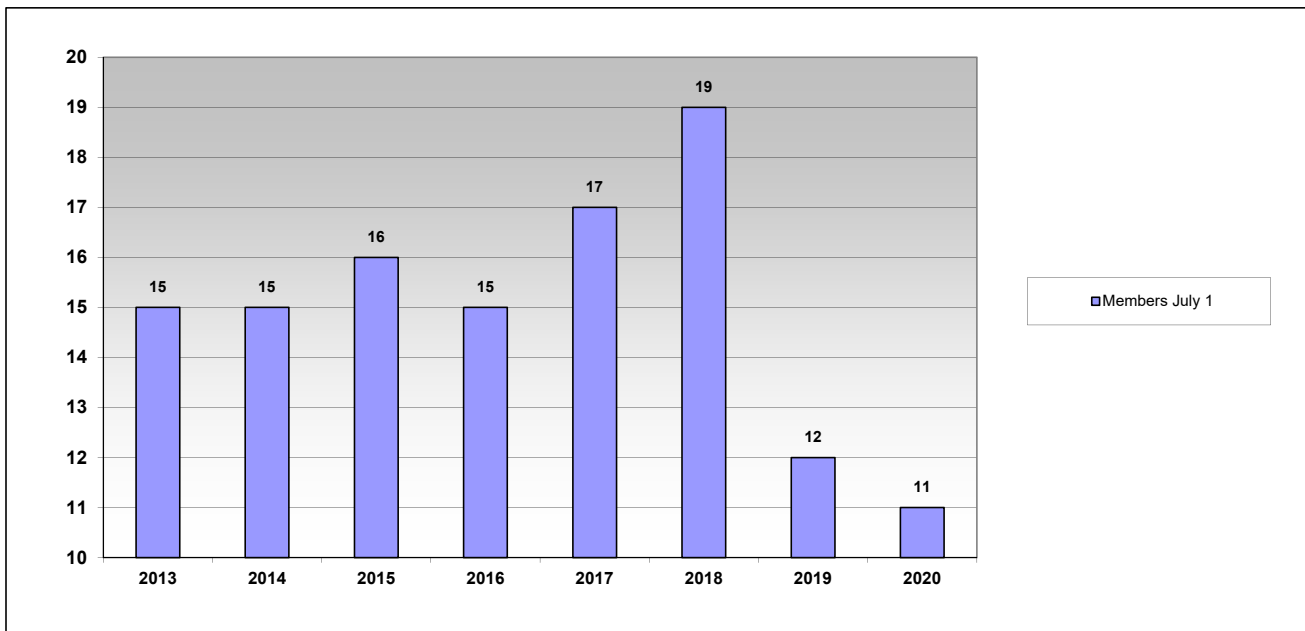
Attraction greater than 20%
(July 1 membership x .20)

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	11
2019-2020	12
2018-2019	19
2017-2018	17
2016-2017	15
2015-2016	16
2014-2015	15
2013-2014	15

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	12
Estimated Starting Membership July 1, 2021	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	5 (d)
New Members Needed (Growth + Attrition)	(c+d)





Membership Goal Worksheet 2021-2022

The Reedy River 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): **36.1%**

My club's **Annual Attraction Rate** (3-year average): **29.6%**

My club's **Annual Net Growth Rate**: **- %**

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:

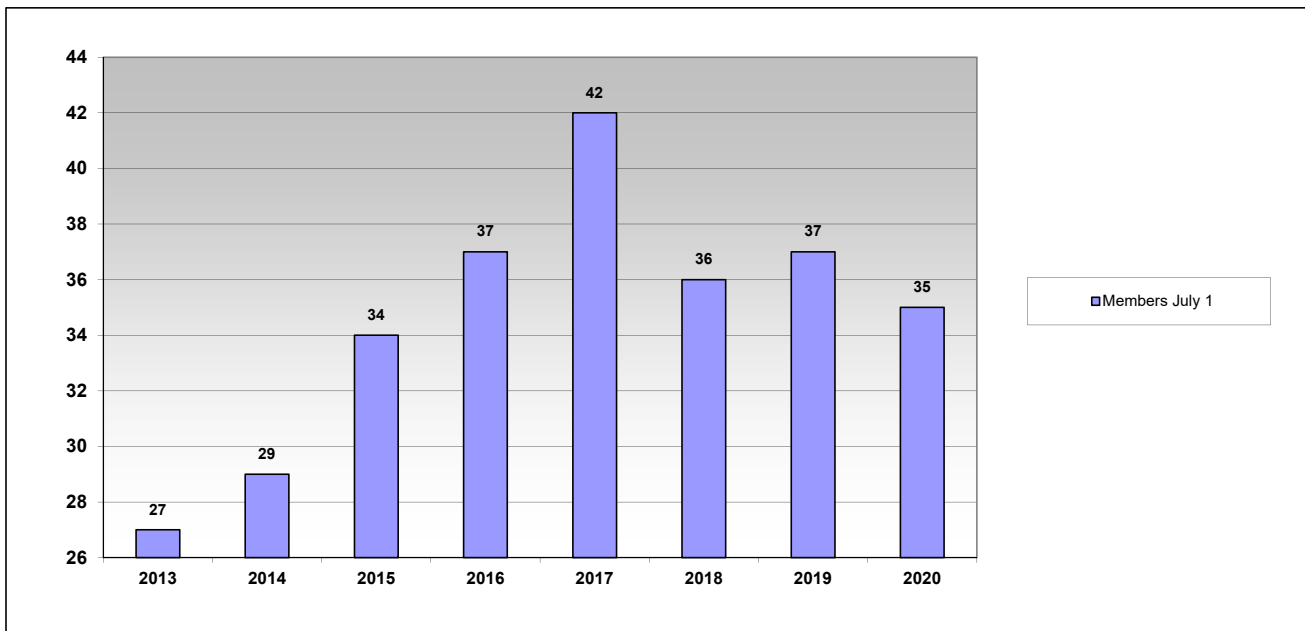
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	35
2019-2020	37
2018-2019	36
2017-2018	42
2016-2017	37
2015-2016	34
2014-2015	29
2013-2014	27

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	28	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	13	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **8.3%**

My club's **Annual Attraction Rate** (3-year average): **10.0%**

My club's **Annual Net Growth Rate**: **+ %**

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:

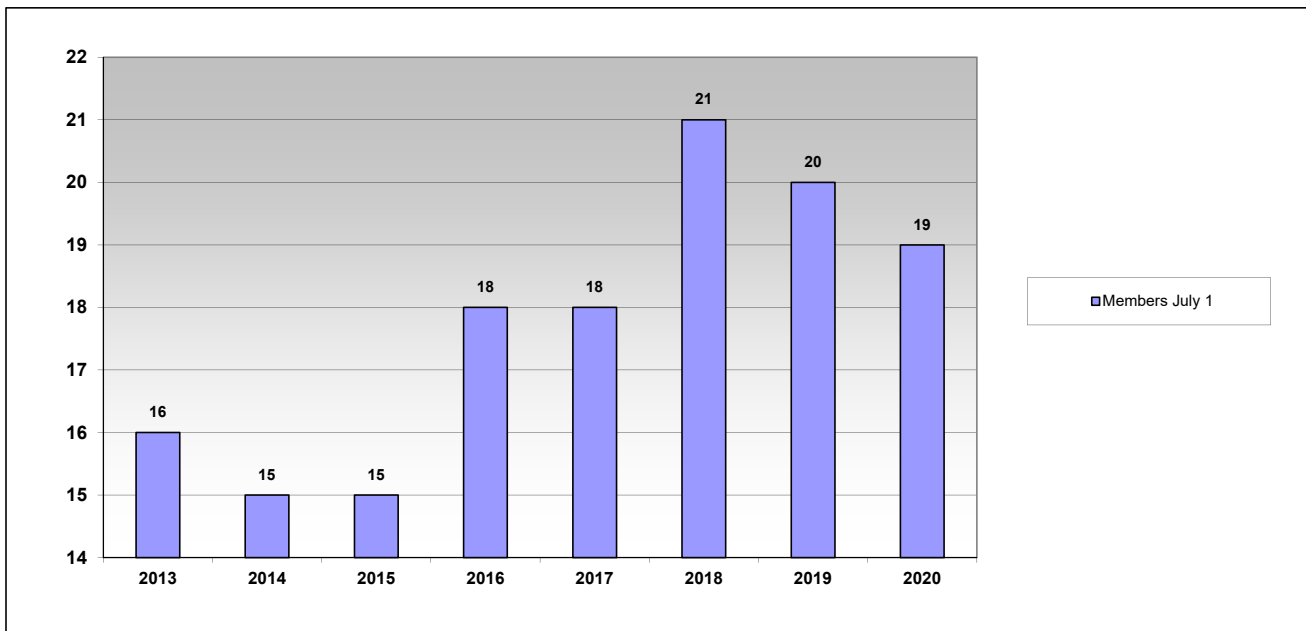
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	19
2019-2020	20
2018-2019	21
2017-2018	18
2016-2017	18
2015-2016	15
2014-2015	15
2013-2014	16

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	10	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	2	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **9.8%**

My club's **Annual Attraction Rate** (3-year average): **8.3%**

My club's **Annual Net Growth Rate**: **- %**

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:

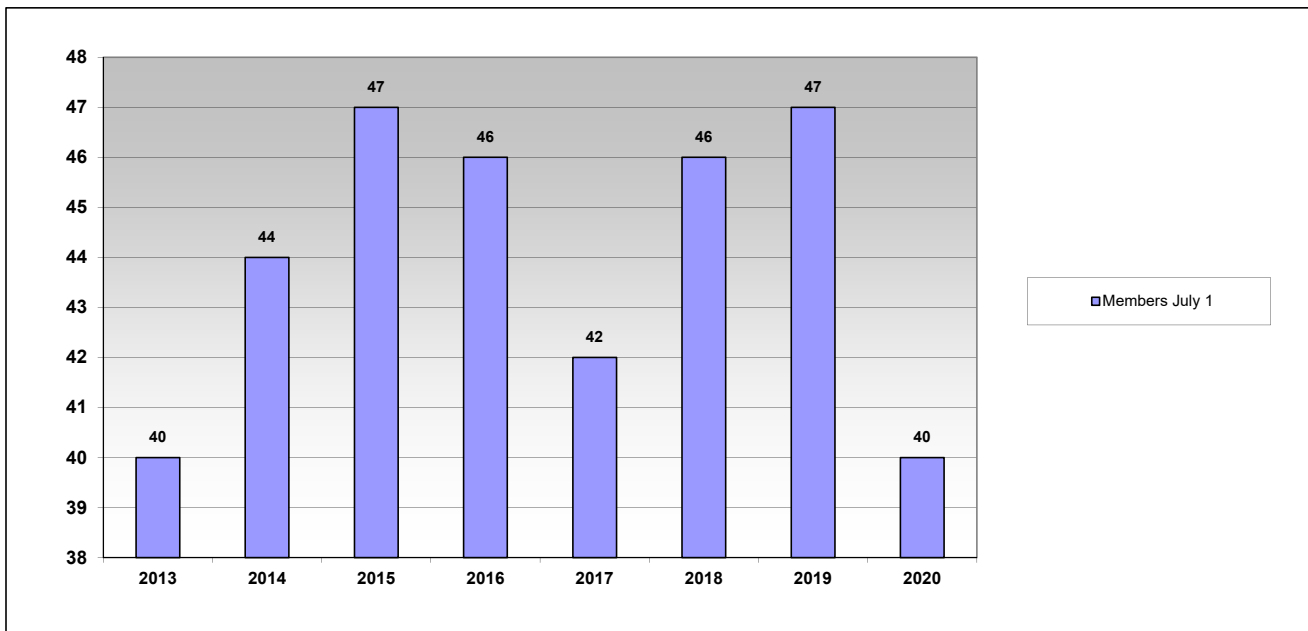
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	40
2019-2020	47
2018-2019	46
2017-2018	42
2016-2017	46
2015-2016	47
2014-2015	44
2013-2014	40

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	39	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	5	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): **12.8%**

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

My club's **Annual Net Growth Rate**: **- %**

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:

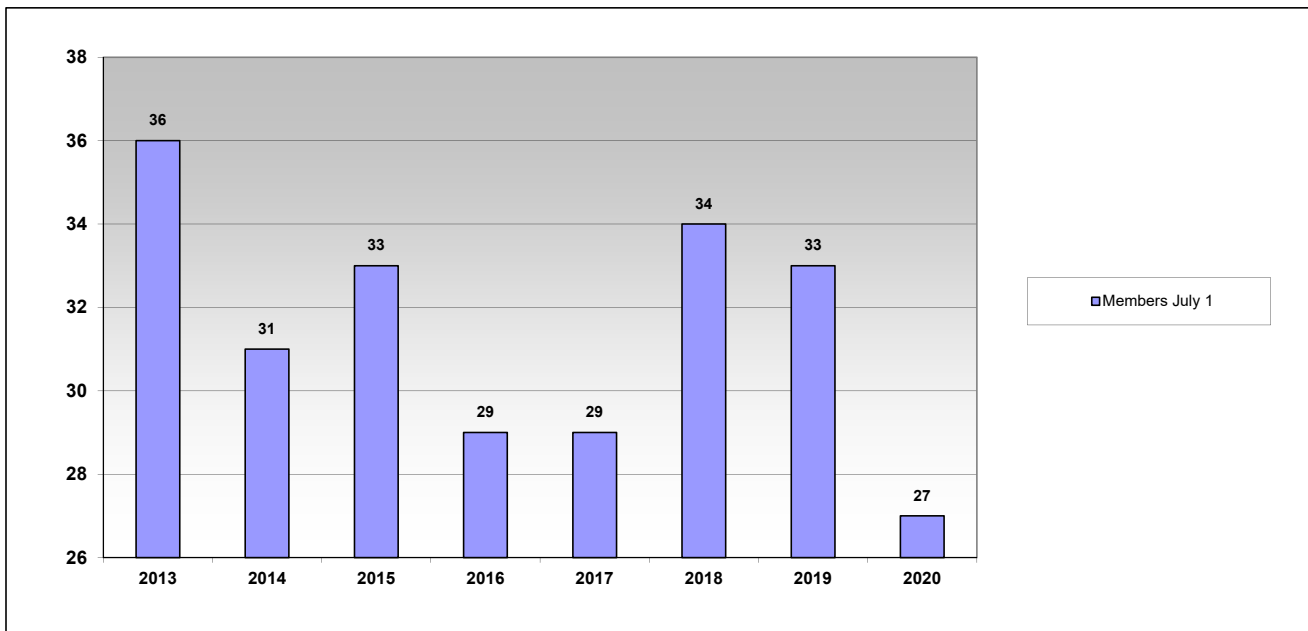
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	27
2019-2020	33
2018-2019	34
2017-2018	29
2016-2017	29
2015-2016	33
2014-2015	31
2013-2014	36

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	27	
<u>Estimated Starting Membership July 1, 2021</u>		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	4	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): 25.3%

My club's **Annual Attraction Rate** (3-year average): 11.5%

My club's **Annual Net Growth Rate**: - ____%

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:

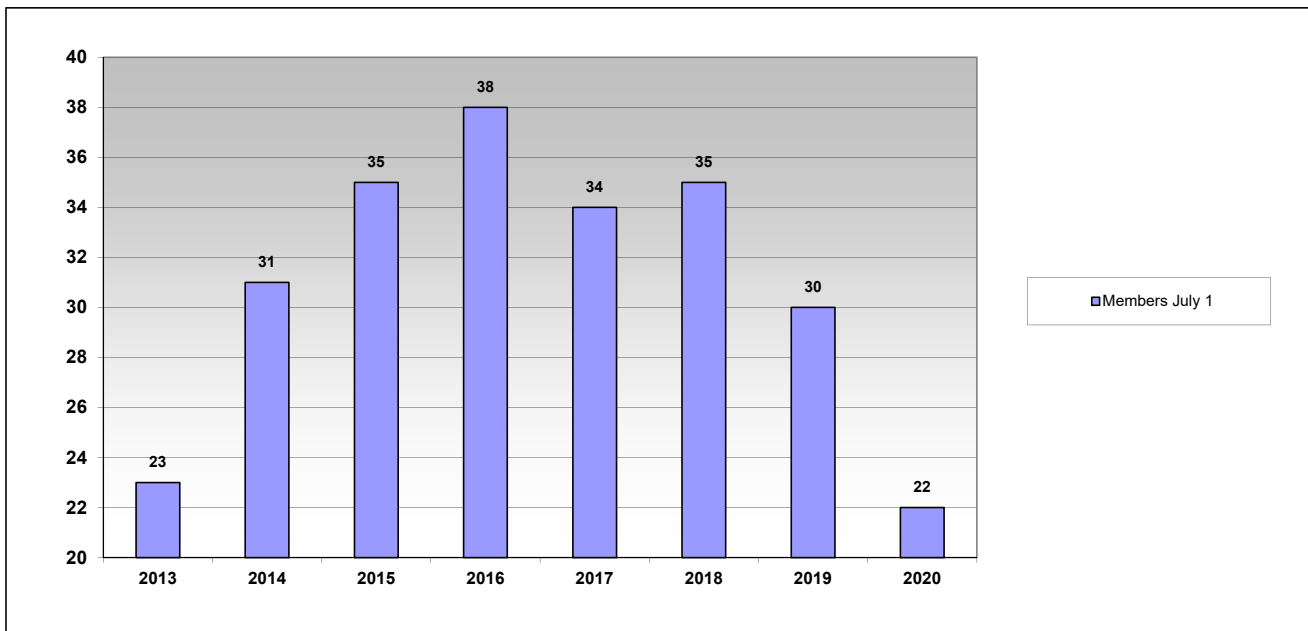
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	22
2019-2020	30
2018-2019	35
2017-2018	34
2016-2017	38
2015-2016	35
2014-2015	31
2013-2014	23

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	24	
Estimated Starting Membership July 1, 2021		(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)		(b)
Net Membership Growth Challenge = 10% or 10 members		(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	8	(d)
New Members Needed (Growth + Attrition)		(c+d)





Membership Goal Worksheet 2021-2022

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): 23.8%
 My club's **Annual Attraction Rate** (3-year average): 25.0%
 My club's **Annual Net Growth Rate**: + _____ %

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:

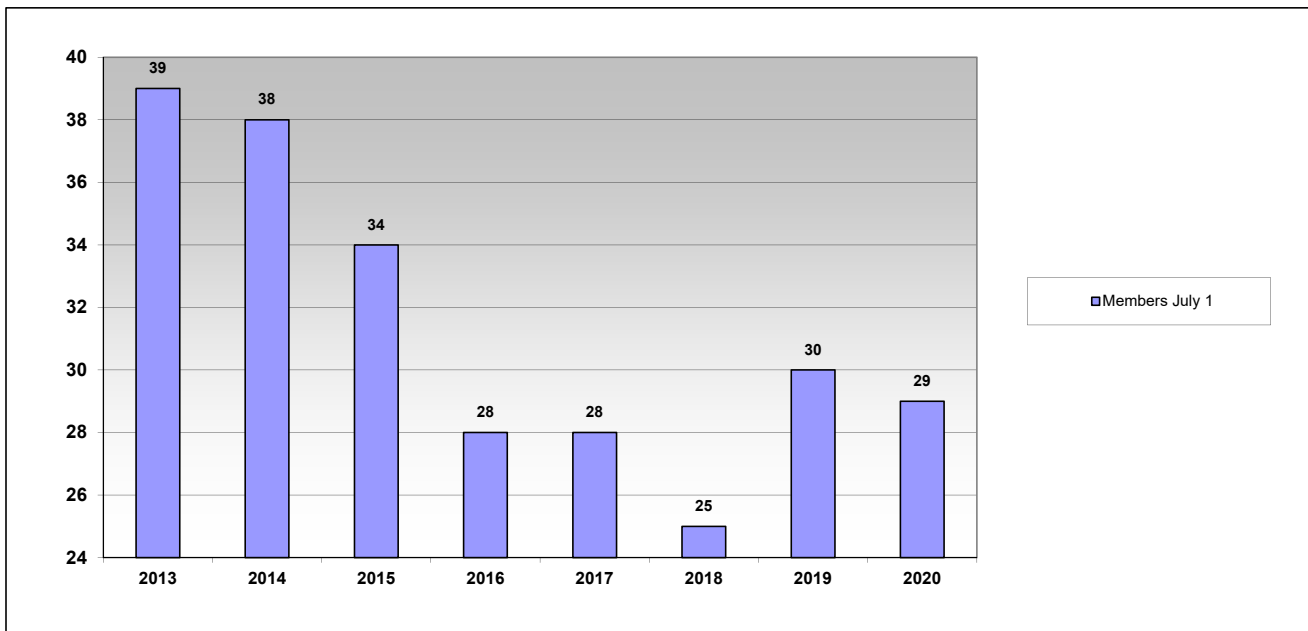
- Low Retention** -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction** - Our Attraction Rate is lower than our Attrition Rate OR Below 20%
- Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2020-2021 (Current Year)	29
2019-2020	30
2018-2019	25
2017-2018	28
2016-2017	28
2015-2016	34
2014-2015	38
2013-2014	39

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	28
Estimated Starting Membership July 1, 2021	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	7 (d)
New Members Needed (Growth + Attrition)	(c+d)



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): 21.4%
 My club's **Annual Attraction Rate** (3-year average): 13.3%
 My club's **Annual Net Growth Rate**: - ____%

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)
2020-2021 (Current Year)	30
2019-2020	32
2018-2019	36
2017-2018	38
2016-2017	34
2015-2016	32
2014-2015	33
2013-2014	32

2021-2022 Membership Goal Setting

Current Membership (2/6/2021)	29
Estimated Starting Membership July 1, 2021	(a)
Membership Goal July 1, 2022 (July 1, 2021 Start + Growth)	(b)
Net Membership Growth Challenge = 10% or 10 members	(c=b-a)
Average Annual Attrition to Replace (Greater of <u>Actual</u> or <u>10% = World Class</u>)	7 (d)
New Members Needed (Growth + Attrition)	(c+d)

