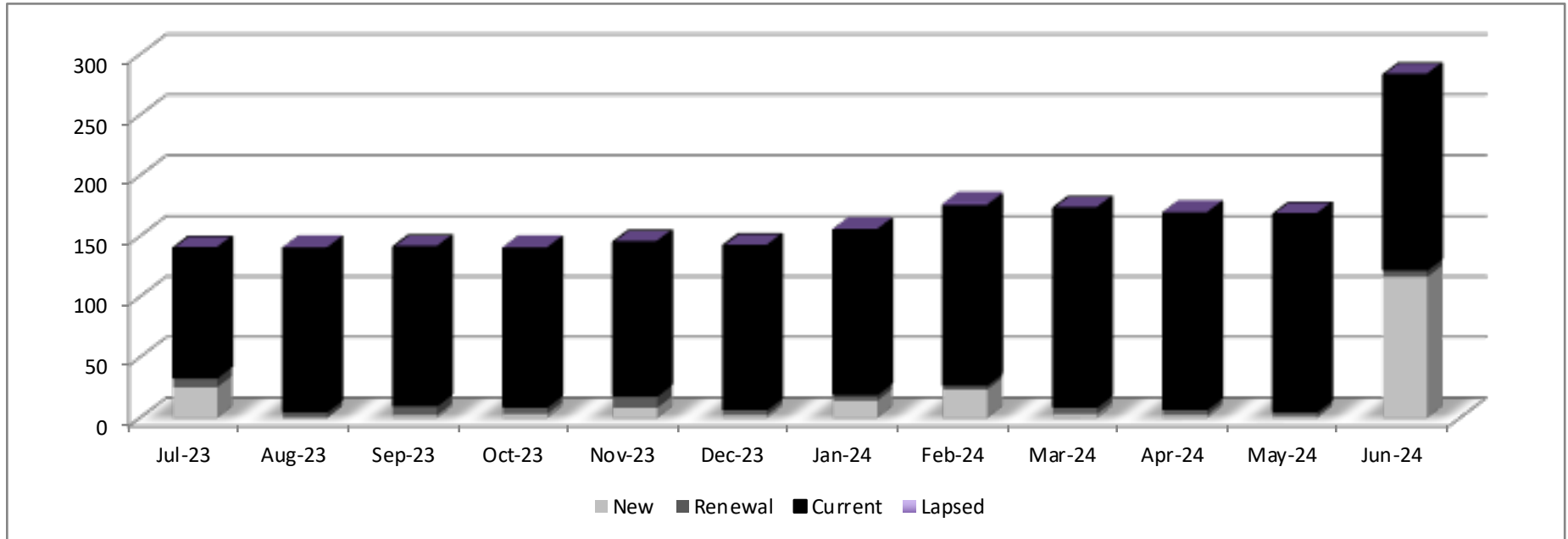


# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership July 2023 to June 2024



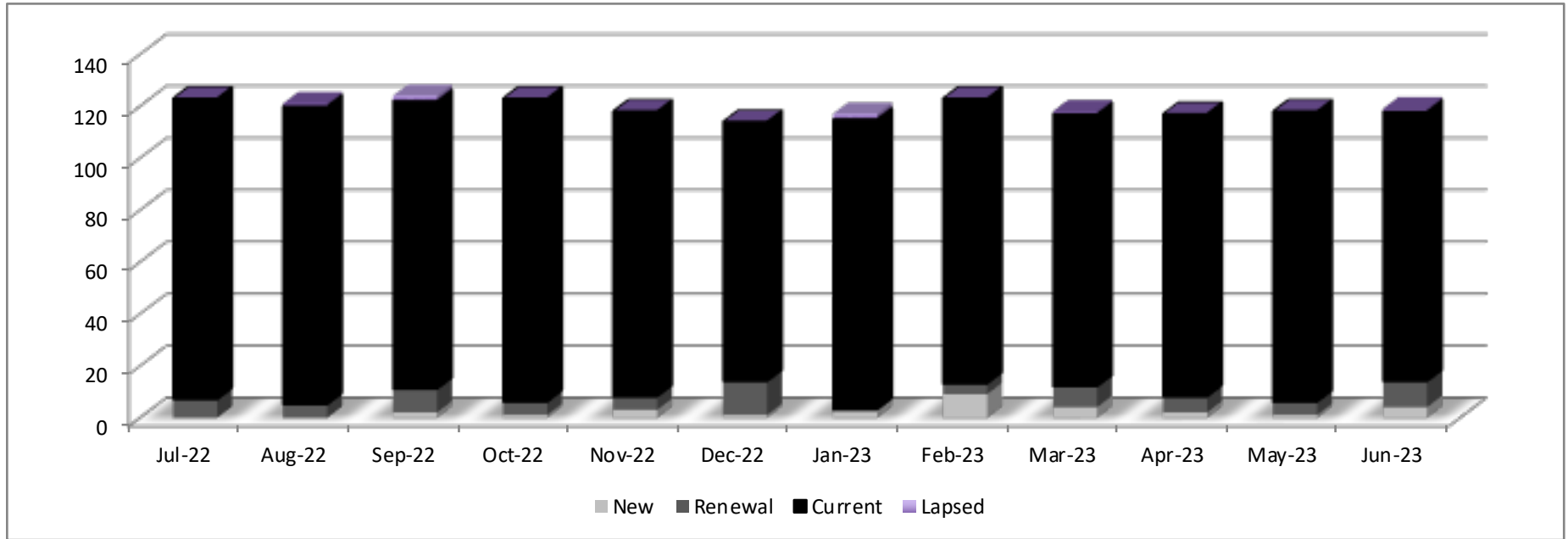
	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Total
<b>New</b>	25	0	2	3	8	2	14	23	3	2	1	116	199
<b>Lapsed</b>	0	1	0	1	0	0	1	2	0	1	0	0	6
<b>Renewal</b>	8	5	8	6	10	5	5	4	6	5	4	6	72
<b>Current</b>	107	135	131	131	127	135	136	148	164	162	163	161	
<b>Total</b>	140	141	141	141	145	142	156	177	173	170	168	283	
<b>Gain/Loss</b>	21	1	0	0	4	-3	14	21	-4	-3	-2	115	<b>164</b>
<b>% Change</b>	17.65%	0.71%	0.00%	0.00%	2.84%	-2.07%	9.86%	13.46%	-2.26%	-1.73%	-1.18%	68.45%	<b>137.82%</b>
<b>Non-Renew</b>	4	0	2	4	4	5	1	4	7	6	3	1	<b>41</b>
<b>Student NR</b>	0	0	0	0	0	0	0	1	0	0	0	0	<b>1</b>
	<b>YTD % of Renewals (w/o Student Non-Renewals)</b>												<b>66.10%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership

July 2022 to June 2023



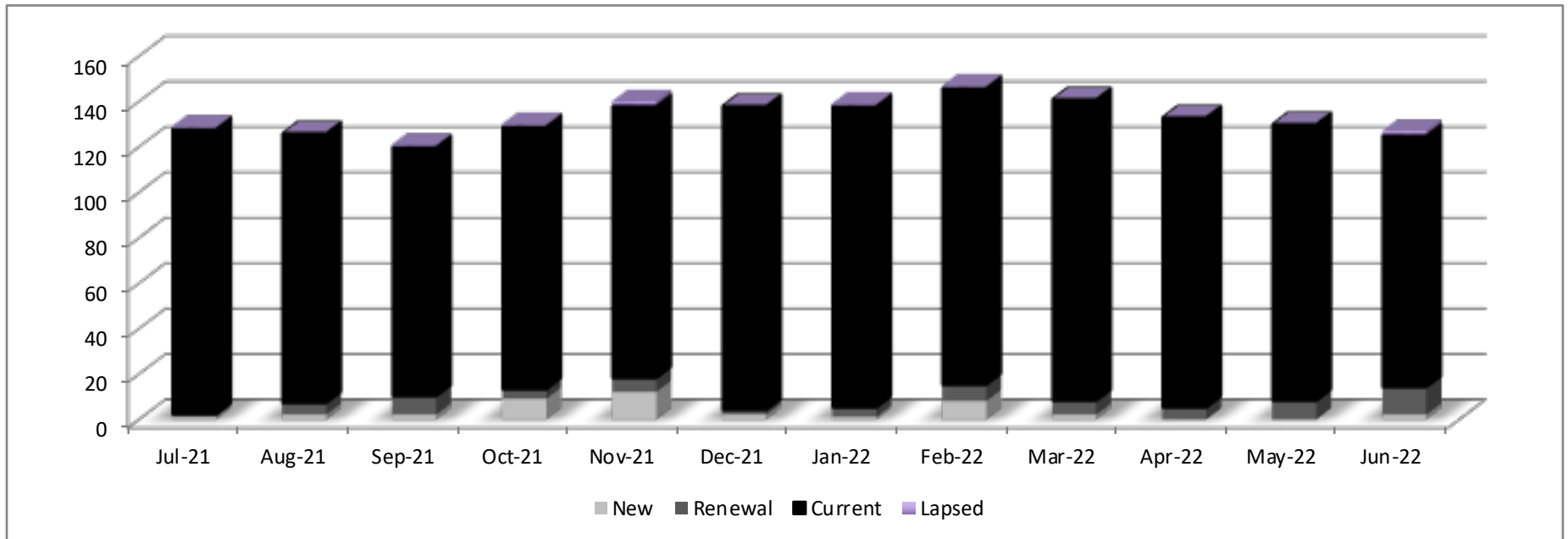
	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Total
<b>New</b>	0	0	2	1	3	1	3	9	4	2	1	4	30
<b>Lapsed</b>	0	1	2	0	0	0	2	0	1	0	0	1	7
<b>Renewal</b>	7	5	9	5	5	13	0	4	8	6	5	10	77
<b>Current</b>	116	115	111	117	110	100	112	110	105	109	112	104	
<b>Total</b>	123	121	124	123	118	114	117	123	118	117	118	119	
<b>Gain/Loss</b>	-4	-2	3	-1	-5	-4	3	6	-5	-1	1	1	-8
<b>% Change</b>	-3.15%	-1.63%	2.48%	-0.81%	-4.07%	-3.39%	2.63%	5.13%	-4.07%	-0.85%	0.85%	0.85%	-6.30%
<b>Non-renew</b>	3	2	1	2	7	5	2	3	9	3	0	3	40
	<b>YTD # of Student Members Non-Renewals</b>												<b>0</b>
	<b>YTD % of Renewals (w/o Student Non-Renewals)</b>												<b>66.14%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership

July 2021 to June 2022



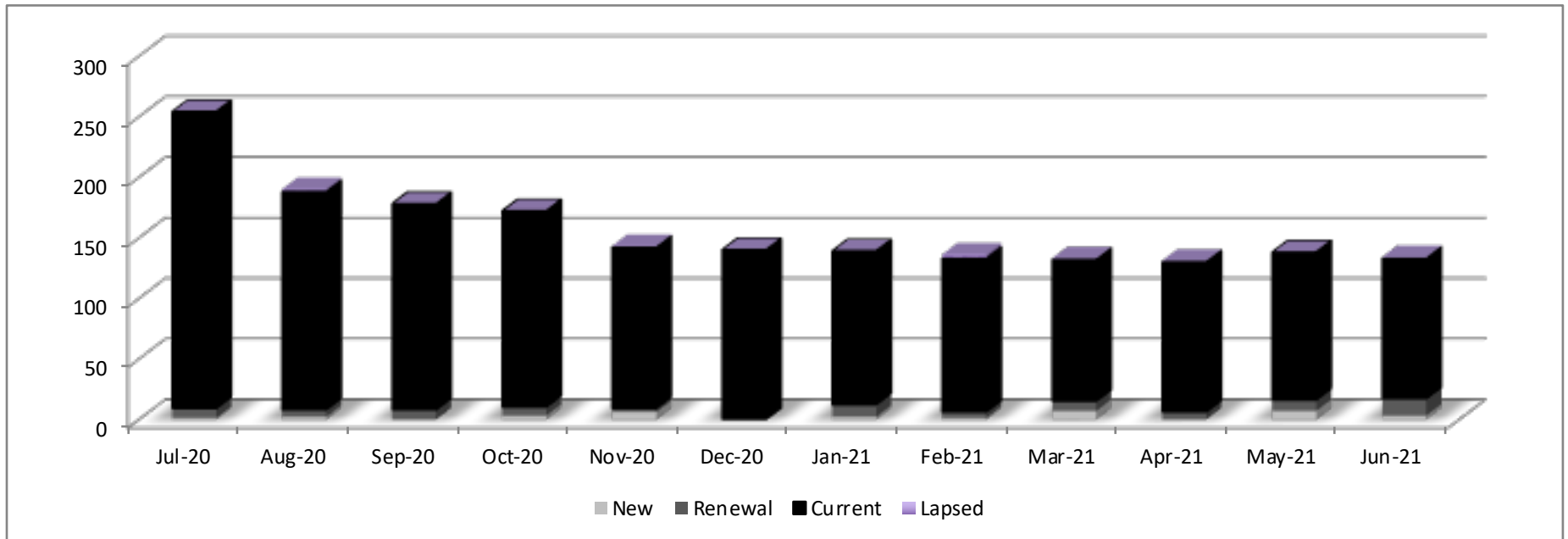
	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Total
<b>New</b>	1	2	2	9	12	2	1	8	2	0	0	2	41
<b>Lapsed</b>	1	0	1	1	2	0	1	1	0	0	0	2	9
<b>Renewal</b>	1	5	8	4	6	2	4	7	6	5	8	12	68
<b>Current</b>	126	119	110	116	120	134	133	131	133	128	122	111	
<b>Total</b>	129	126	121	130	140	138	139	147	141	133	130	127	
<b>Gain/Loss</b>	-5	-3	-5	9	10	-2	1	8	-6	-8	-3	-3	-7
<b>% Change</b>	-3.73%	-2.33%	-3.97%	7.44%	7.69%	-1.43%	0.72%	5.76%	-4.08%	-5.67%	-2.26%	-2.31%	-5.22%
<b>Non-renew</b>	7	5	8	1	4	4	1	1	8	8	3	7	57
	<b>YTD # of Student Members Non-Renewals</b>												<b>1</b>
	<b>YTD % of Renewals (w/o Student Non-Renewals)</b>												<b>57.89%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership

July 2020 to June 2021



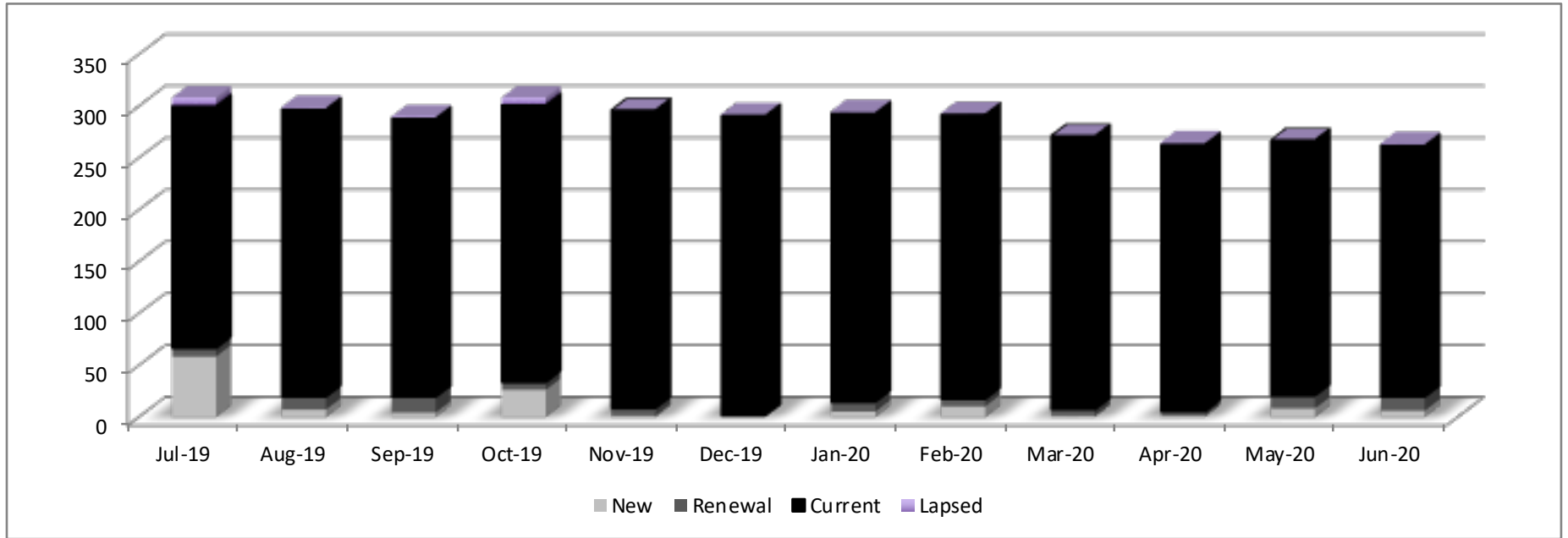
	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Total	
<b>New</b>	1	2	0	3	6	0	2	1	7	0	7	3	32	
<b>Lapsed</b>	0	2	0	0	1	0	0	3	1	1	0	1	9	
<b>Renewal</b>	8	6	8	7	3	0	10	5	8	6	9	14	84	
<b>Current</b>	245	180	170	162	133	140	127	127	117	124	122	116		
<b>Total</b>	254	190	178	172	143	140	139	136	133	131	138	134		
<b>Gain/Loss</b>	-10	-64	-12	-6	-29	-3	-1	-3	-3	-2	7	-4	<b>-130</b>	
<b>% Change</b>	-3.79%	-25.20%	-6.32%	-3.37%	-16.86%	-2.10%	-0.71%	-2.16%	-2.21%	-1.50%	5.34%	-2.90%	<b>-49.24%</b>	
<b>Non-renew</b>	10	66	12	9	35	3	3	7	11	3	0	8	<b>167</b>	
													<b>YTD # of Student Members Non-Renewals</b>	<b>0</b>
													<b>YTD % of Renewals (w/o Student Non-Renewals)</b>	<b>35.23%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership

July 2019 to June 2020



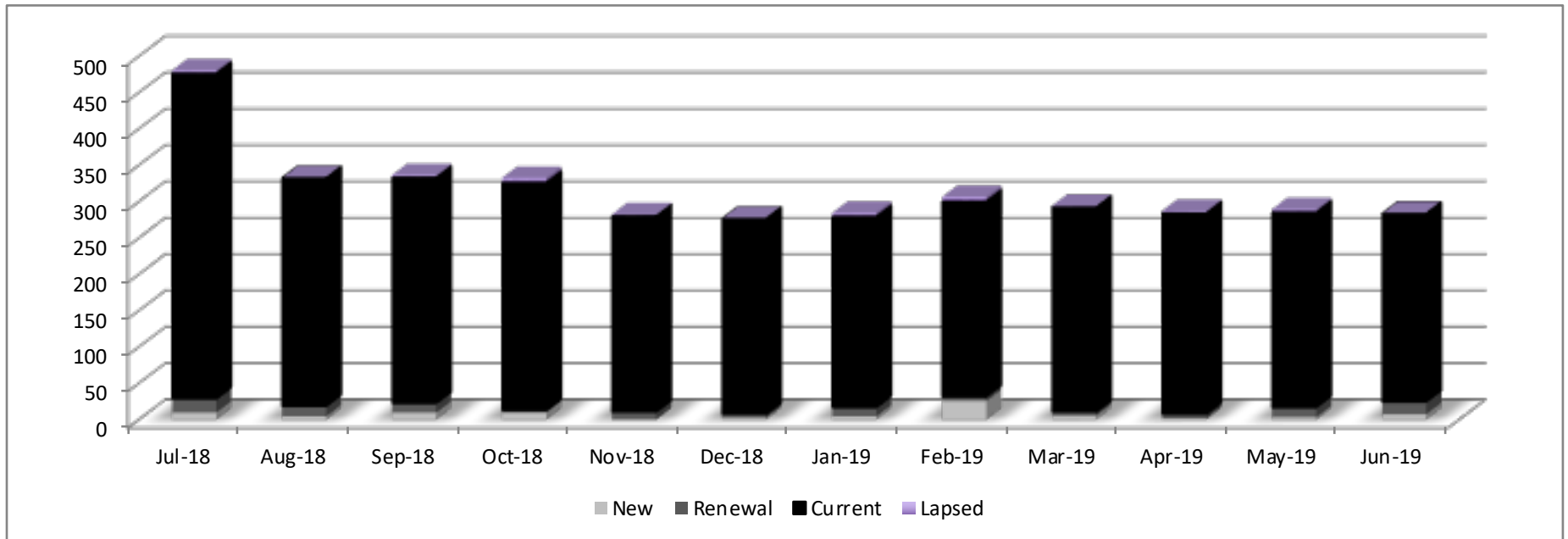
	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Total	
<b>New</b>	58	7	4	26	1	0	5	10	1	1	8	6	127	
<b>Lapsed</b>	8	2	2	7	0	1	2	1	0	2	0	2	27	
<b>Renewal</b>	8	12	15	7	7	1	9	7	6	4	12	13	101	
<b>Current</b>	234	278	269	268	288	290	279	275	264	258	247	243		
<b>Total</b>	308	299	290	308	296	292	295	293	271	265	267	264		
<b>Gain/Loss</b>	24	-9	-9	18	-12	-4	3	-2	-22	-6	2	-3	<b>-20</b>	
<b>% Change</b>	8.45%	-2.92%	-3.01%	6.21%	-3.90%	-1.35%	1.03%	-0.68%	-7.51%	-2.21%	0.75%	-1.12%	<b>-7.04%</b>	
<b>Non-renew</b>	41	17	9	14	13	5	2	11	23	9	4	10	<b>158</b>	
													<b>YTD # of Student Members Non-Renewals</b>	<b>1</b>
													<b>YTD % of Renewals (w/o Student Non-Renewals)</b>	<b>45.23%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership

July 2018 to June 2019

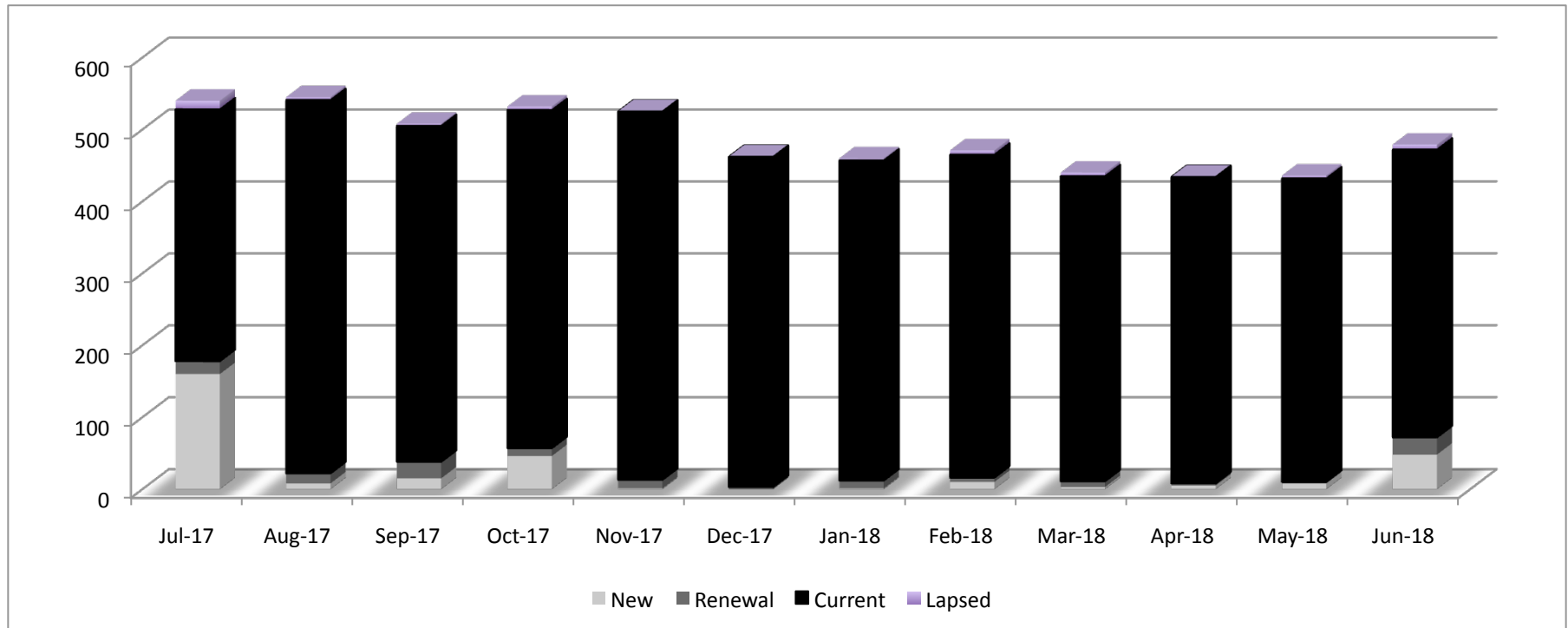


	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Total	
<b>New</b>	9	4	9	9	0	2	4	25	5	1	3	7	78	
<b>Lapsed</b>	4	1	3	6	2	1	5	6	2	3	4	1	38	
<b>Renewal</b>	19	14	13	3	10	5	12	6	5	6	13	17	123	
<b>Current</b>	448	314	311	314	270	269	263	269	282	277	269	259		
<b>Total</b>	480	333	336	332	282	277	284	306	294	287	289	284		
<b>Gain/Loss</b>	1	-147	3	-4	-50	-5	7	22	-12	-7	2	-5	<b>-195</b>	
<b>% Change</b>	0.21%	-30.63%	0.90%	-1.19%	-15.06%	-1.77%	2.53%	7.75%	-3.92%	-2.38%	0.70%	-1.73%	<b>-40.71%</b>	
<b>Non-renew</b>	9	149	8	18	52	8	1	9	19	9	4	10	<b>296</b>	
													<b>YTD # of Student Members Non-Renewals</b>	<b>2</b>
													<b>YTD % of Renewals (w/o Student Non-Renewals)</b>	<b>33.75%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership July 2017 to June 2018

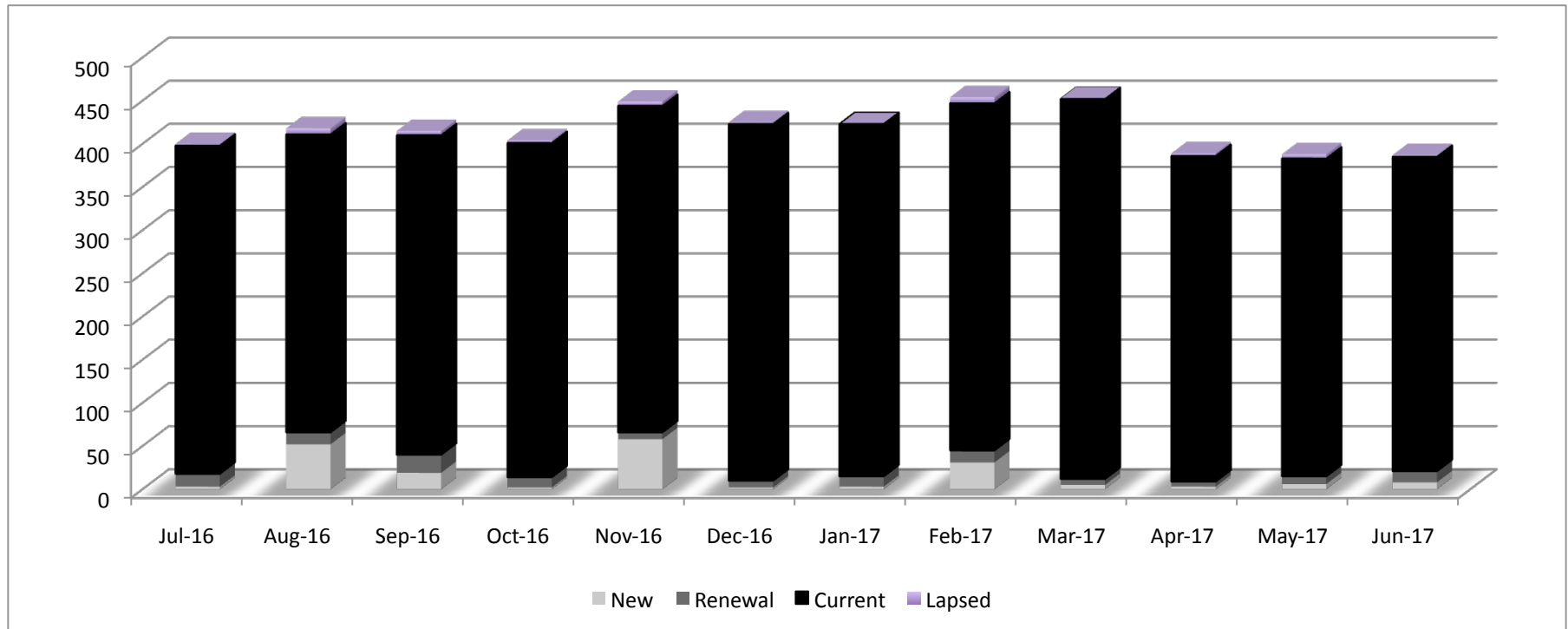


	<i>Jul-17</i>	<i>Aug-17</i>	<i>Sep-17</i>	<i>Oct-17</i>	<i>Nov-17</i>	<i>Dec-17</i>	<i>Jan-18</i>	<i>Feb-18</i>	<i>Mar-18</i>	<i>Apr-18</i>	<i>May-18</i>	<i>Jun-18</i>	<i>Total</i>	
<b>New</b>	160	8	15	46	1	0	1	10	3	5	8	48	305	
<b>Lapsed</b>	12	4	3	5	1	1	3	6	5	1	4	7	52	
<b>Renewal</b>	18	14	23	11	12	3	11	6	8	3	2	24	135	
<b>Current</b>	350	519	467	470	512	459	445	449	424	426	422	400		
<b>Total</b>	540	545	508	532	526	463	460	471	440	435	436	479		
<b>Gain/Loss</b>	153	5	-37	24	-6	-63	-3	11	-31	-5	1	43	<b>92</b>	
<b>% Change</b>	39.53%	0.93%	-6.79%	4.72%	-1.13%	-11.98%	-0.65%	2.39%	-6.58%	-1.14%	0.23%	9.86%	<b>23.77%</b>	
<b>Non-renew</b>	19	7	55	27	8	64	7	5	39	11	11	12	<b>265</b>	
													<b>YTD # of Student Members Non-Renewals</b>	<b>2</b>
													<b>YTD % of Renewals (w/o Student Non-Renewals)</b>	<b>48.57%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership July 2016 to June 2017



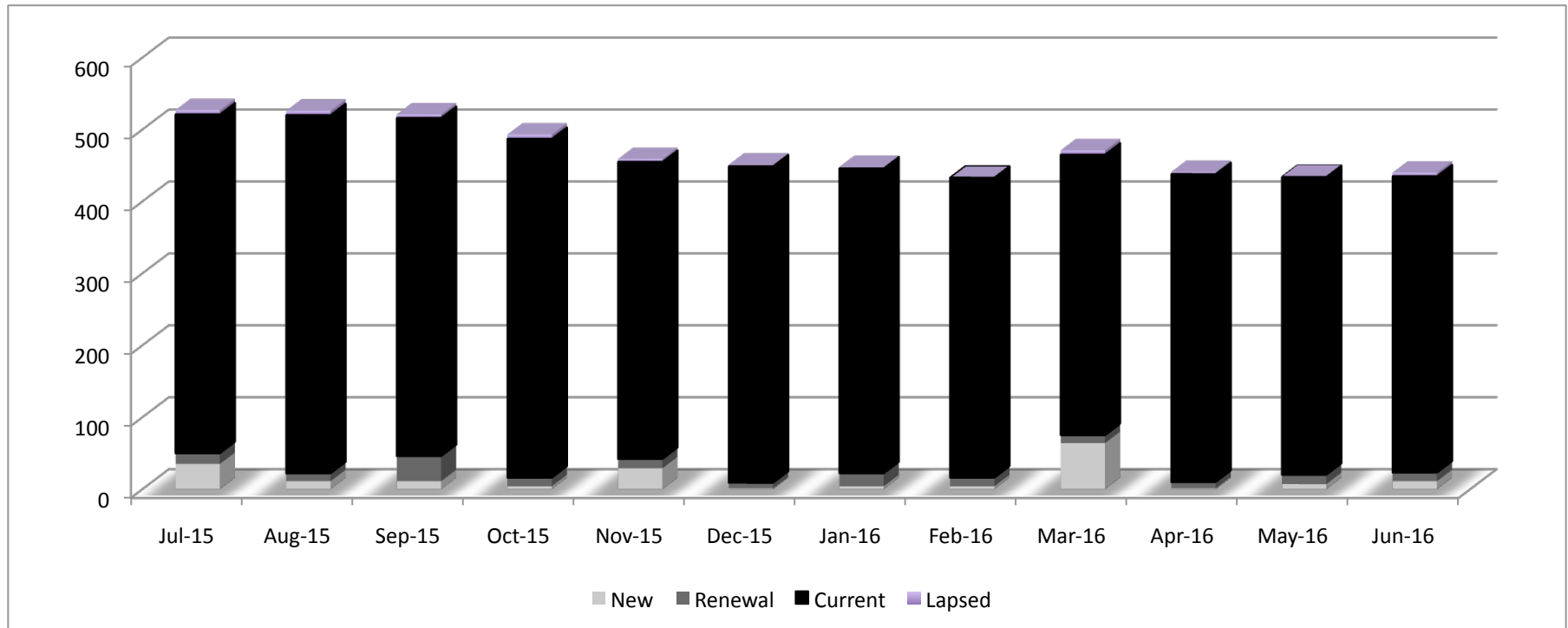
	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Total	
<b>New</b>	3	52	19	2	58	2	3	31	5	3	6	8	192	
<b>Lapsed</b>	2	7	5	3	5	2	0	7	1	3	5	2	42	
<b>Renewal</b>	15	14	21	12	8	8	12	14	7	6	9	13	139	
<b>Current</b>	380	345	370	387	378	413	408	402	440	377	368	364		
<b>Total</b>	400	418	415	404	449	425	423	454	453	389	388	387		
<b>Gain/Loss</b>	-40	18	-3	-11	45	-24	-2	31	-1	-64	-1	-1	<b>-53</b>	
<b>% Change</b>	-9.09%	4.50%	-0.72%	-2.65%	11.14%	-5.35%	-0.47%	7.33%	-0.22%	-14.13%	-0.26%	-0.26%	<b>-12.05%</b>	
<b>Non-renew</b>	45	41	27	16	18	28	5	7	7	70	12	11	<b>287</b>	
													<b>YTD # of Student Members Non-Renewals</b>	<b>0</b>
													<b>YTD % of Renewals (w/o Student Non-Renewals)</b>	<b>30.68%</b>

Growth or Retention: Bronze \$50: 1% or 65%; Silver \$75: 2% or 70%; Gold \$100: 3% or 75%; and Diamond \$200: 10% or 80%



# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership July 2015 to June 2016

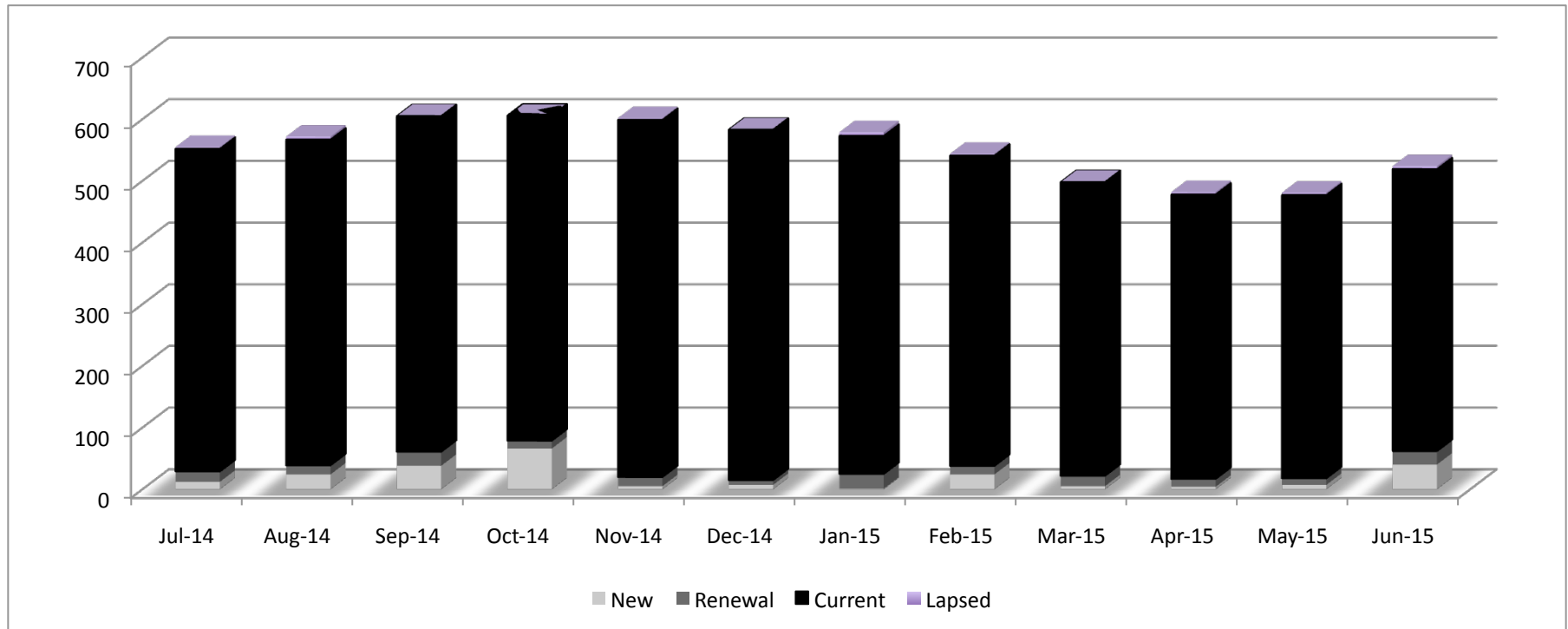


	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Total
<b>New</b>	35	11	11	4	29	1	4	4	64	1	7	11	182
<b>Lapsed</b>	6	6	5	6	4	2	2	0	6	3	1	5	46
<b>Renewal</b>	15	11	35	12	13	8	18	12	11	9	13	12	169
<b>Current</b>	471	498	470	471	413	440	424	417	390	428	414	412	
<b>Total</b>	527	526	521	493	459	451	448	433	471	441	435	440	
<b>Gain/Loss</b>	3	-1	-5	-28	-34	-8	-3	-15	38	-30	-6	5	<b>-84</b>
<b>% Change</b>	0.57%	-0.19%	-0.95%	-5.37%	-6.90%	-1.74%	-0.67%	-3.35%	8.78%	-6.37%	-1.36%	1.15%	<b>-16.03%</b>
<b>Non-renew</b>	38	18	21	38	67	11	9	19	32	34	14	11	<b>312</b>
									<b>YTD # of Student Members Non-Renewals</b>			<b>30</b>	
									<b>YTD % of Renewals (w/o Student Non-Renewals)</b>			<b>43.52%</b>	

Growth or Retention: Bronze \$50: 1% or 65%; Silver \$75: 2% or 70%; Gold \$100: 3% or 75%; and Diamond \$200: 10% or 80%

# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership July 2014 to June 2015

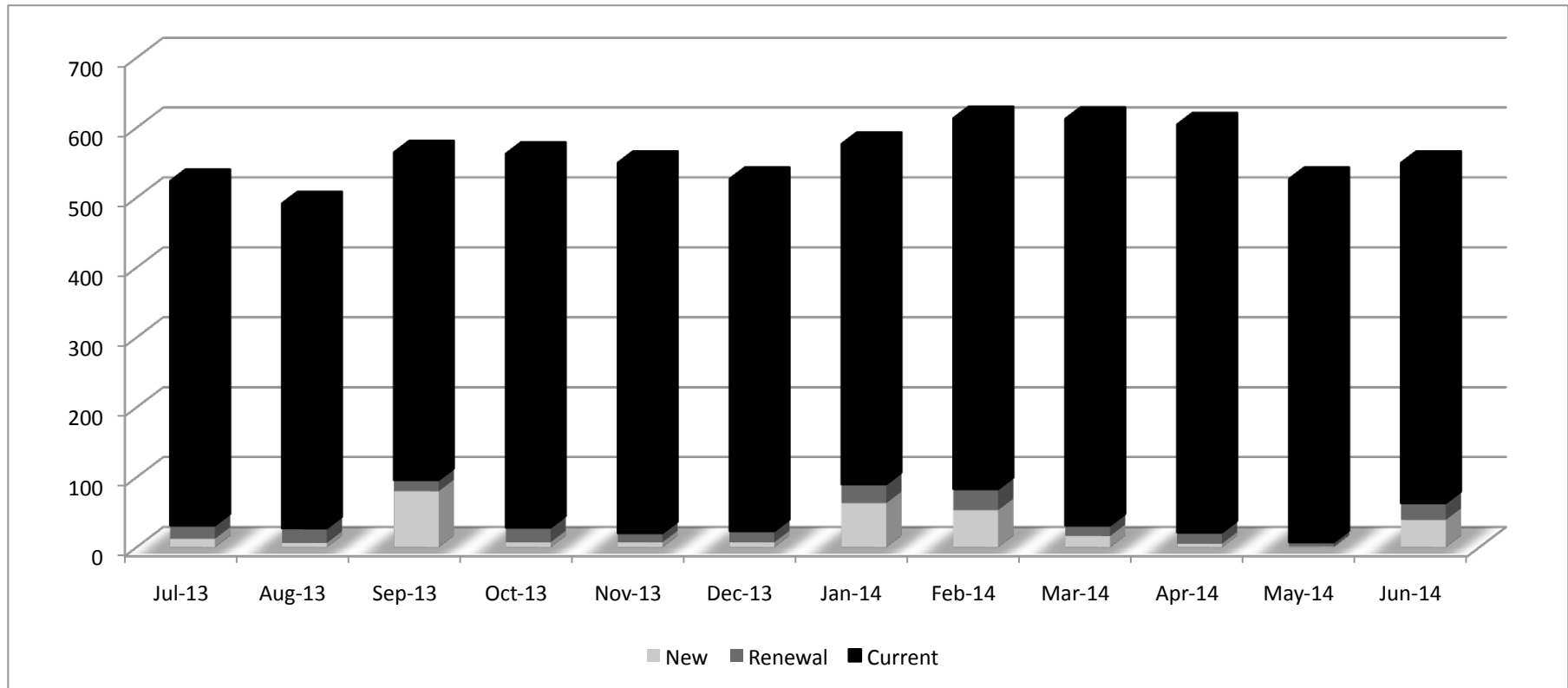


	<i>Jul-14</i>	<i>Aug-14</i>	<i>Sep-14</i>	<i>Oct-14</i>	<i>Nov-14</i>	<i>Dec-14</i>	<i>Jan-15</i>	<i>Feb-15</i>	<i>Mar-15</i>	<i>Apr-15</i>	<i>May-15</i>	<i>Jun-15</i>	<i>Total</i>	
<b>New</b>	12	24	38	66	5	7	1	24	5	4	7	40	233	
<b>Lapsed</b>	3	5	1	0	3	1	6	3	1	4	4	5	36	
<b>Renewal</b>	17	15	23	13	15	8	24	14	17	13	11	22	192	
<b>Current</b>	523	528	544	527	579	568	548	503	476	461	459	457		
<b>Total</b>	555	572	606	606	602	584	579	544	499	482	481	524		
<b>Gain/Loss</b>	5	17	34	0	-4	-18	-5	-35	-45	-17	-1	43	<b>-26</b>	
<b>% Change</b>	0.91%	3.06%	5.94%	0.00%	-0.66%	-2.99%	-0.86%	-6.04%	-8.27%	-3.41%	-0.21%	8.94%	<b>-4.73%</b>	
<b>Non-renew</b>	10	12	5	66	12	26	12	62	51	25	12	2	<b>295</b>	
													<b>YTD # of Student Members Non-Renewals</b>	<b>2</b>
													<b>YTD % of Renewals (w/o Student Non-Renewals)</b>	<b>41.61%</b>

Growth or Retention: Bronze \$50: 1% or 65%; Silver \$75: 2% or 70%; Gold \$100: 3% or 75%; and Diamond \$200: 10% or 80%

# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership July 2013 to June 2014

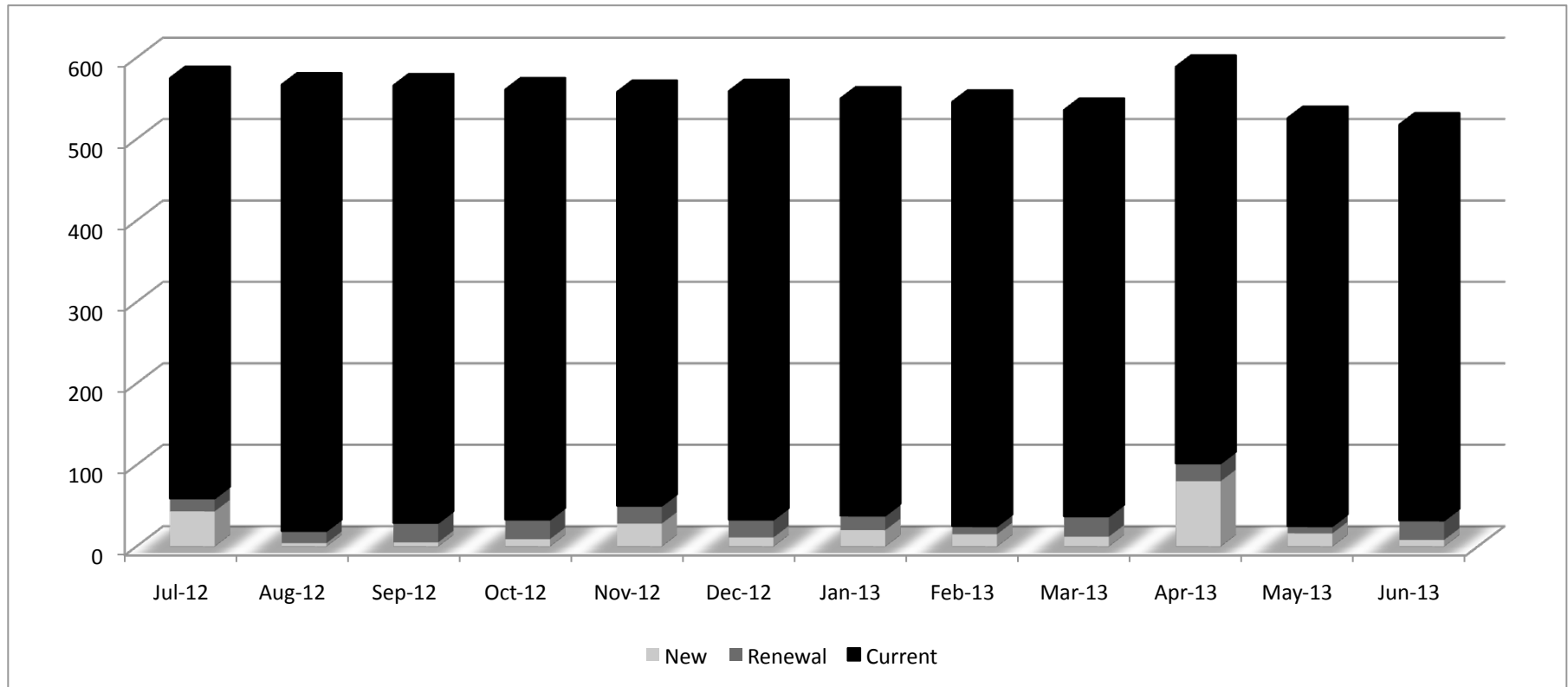


	<i>Jul-13</i>	<i>Aug-13</i>	<i>Sep-13</i>	<i>Oct-13</i>	<i>Nov-13</i>	<i>Dec-13</i>	<i>Jan-14</i>	<i>Feb-14</i>	<i>Mar-14</i>	<i>Apr-14</i>	<i>May-14</i>	<i>Jun-14</i>	<i>Total</i>
<b>New</b>	12	6	80	7	7	7	63	53	16	5	1	39	296
<b>Renewal</b>	19	21	16	21	13	16	27	30	15	16	6	24	224
<b>Current</b>	493	465	469	535	530	504	487	531	582	584	520	487	
<b>Total</b>	524	492	565	563	550	527	577	614	613	605	527	550	
<b>Gain/Loss</b>	6	-32	73	-2	-13	-23	50	37	-1	-8	-78	23	<b>32</b>
<b>% Change</b>	1.16%	-6.11%	14.84%	-0.35%	-2.31%	-4.18%	9.49%	6.41%	-0.16%	-1.31%	-12.89%	4.36%	<b>6.18%</b>
<b>Non-renew</b>	6	38	7	9	20	30	13	16	17	13	79	16	<b>264</b>

Membership Growth: 1% Bronze = \$50, 2% Silver = \$75, 3% Gold = \$100, and 10% Diamond = \$200

# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership July 2012 to June 2013

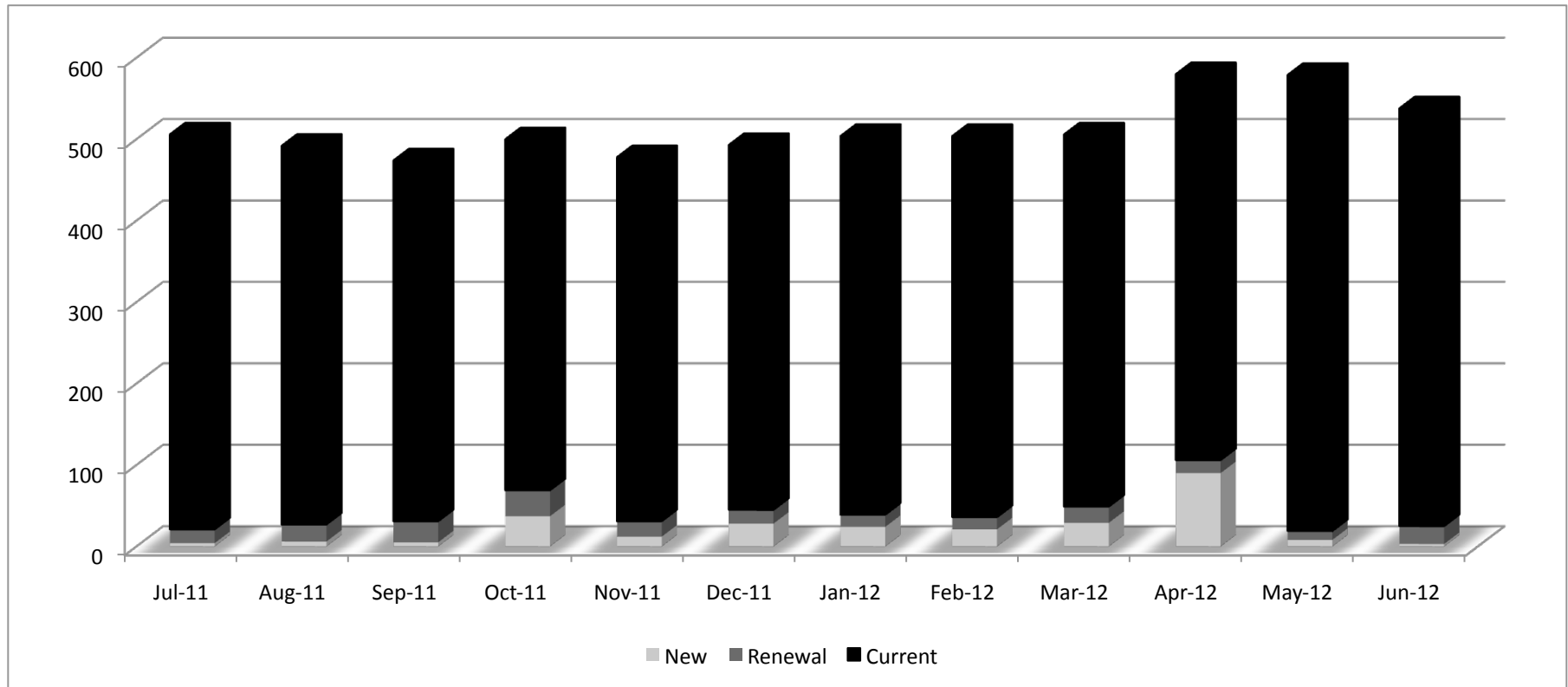


	<i>Jul-12</i>	<i>Aug-12</i>	<i>Sep-12</i>	<i>Oct-12</i>	<i>Nov-12</i>	<i>Dec-12</i>	<i>Jan-13</i>	<i>Feb-13</i>	<i>Mar-13</i>	<i>Apr-13</i>	<i>May-13</i>	<i>Jun-13</i>	<i>Total</i>
<b>New</b>	43	4	5	9	28	11	20	15	12	80	16	8	251
<b>Renewal</b>	16	15	24	24	22	22	18	10	25	22	9	24	231
<b>Current</b>	516	548	537	528	508	526	512	521	499	487	501	486	
<b>Total</b>	575	567	566	561	558	559	550	546	536	589	526	518	
<b>Gain/Loss</b>	37	-8	-1	-5	-3	1	-9	-4	-10	53	-63	-8	<b>-20</b>
<b>% Change</b>	6.88%	-1.39%	-0.18%	-0.88%	-0.53%	0.18%	-1.61%	-0.73%	-1.83%	9.89%	-10.70%	-1.52%	<b>-3.72%</b>
<b>Non-renew</b>	6	12	6	14	31	10	29	19	22	27	79	16	<b>271</b>

Membership Growth: 1% Bronze = \$50, 2% Silver = \$75, 3% Gold = \$100, and 10% Diamond = \$200

# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership July 2011 to June 2012

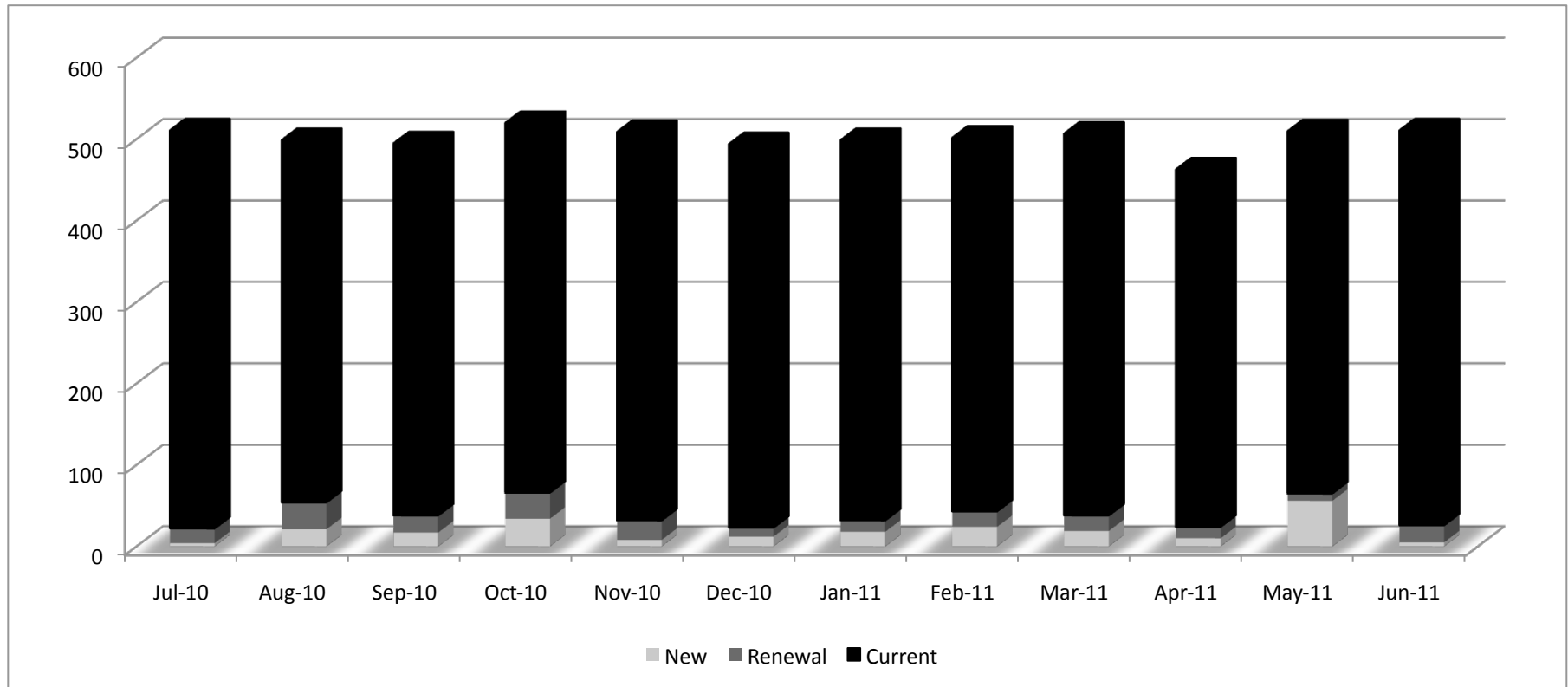


	<i>Jul-11</i>	<i>Aug-11</i>	<i>Sep-11</i>	<i>Oct-11</i>	<i>Nov-11</i>	<i>Dec-11</i>	<i>Jan-12</i>	<i>Feb-12</i>	<i>Mar-12</i>	<i>Apr-12</i>	<i>May-12</i>	<i>Jun-12</i>	<i>Total</i>
<b>New</b>	4	6	5	37	12	28	24	21	29	90	8	3	267
<b>Renewal</b>	17	21	26	32	19	17	15	15	20	16	11	22	231
<b>Current</b>	485	465	443	431	447	448	465	468	457	474	560	513	
<b>Total</b>	506	492	474	500	478	493	504	504	506	580	579	538	
<b>Gain/Loss</b>	-5	-14	-18	26	-22	15	11	0	2	74	-1	-41	<b>27</b>
<b>% Change</b>	-0.98%	-2.77%	-3.66%	5.49%	-4.40%	3.14%	2.23%	0.00%	0.40%	14.62%	-0.17%	-7.08%	<b>5.28%</b>
<b>Non-renew</b>	9	20	23	11	34	13	13	21	27	16	9	44	<b>240</b>

Membership Growth: 1% Bronze = \$50, 2% Silver = \$75, 3% Gold = \$100, and 10% Diamond = \$200

# Suburban Council of IRA (SCIRA)

## Yearlong Trend of Total Membership July 2010 to June 2011



	<i>Jul-10</i>	<i>Aug-10</i>	<i>Sep-10</i>	<i>Oct-10</i>	<i>Nov-10</i>	<i>Dec-10</i>	<i>Jan-11</i>	<i>Feb-11</i>	<i>Mar-11</i>	<i>Apr-11</i>	<i>May-11</i>	<i>Jun-11</i>	<i>Total</i>
<b>New</b>	4	21	17	34	8	12	18	24	19	10	56	5	228
<b>Renewal</b>	18	33	21	32	24	11	14	19	19	14	9	21	235
<b>Current</b>	489	445	457	454	477	471	467	459	469	439	445	485	
<b>Total</b>	511	499	495	520	509	494	499	502	507	463	510	511	
<b>Gain/Loss</b>	-4	-12	-4	25	-11	-15	5	3	5	-44	47	1	<b>-4</b>
<b>% Change</b>	-0.78%	-2.35%	-0.80%	5.05%	-2.12%	-2.95%	1.01%	0.60%	1.00%	-8.68%	10.15%	0.20%	<b>-0.78%</b>
<b>Non-renew</b>	8	33	21	9	19	27	13	21	14	54	9	4	<b>232</b>