(a)

(b)

(d)

(c+d)

(c=b-a)



Membership Goal Setting Worksheet

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

Annual Attrition Rate (3-year average): 8.2%

Annual Attraction Rate (3-year average): 4.2%

Annual Net Growth Rate: % **Success Targets**

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

The problem we need to solve is:

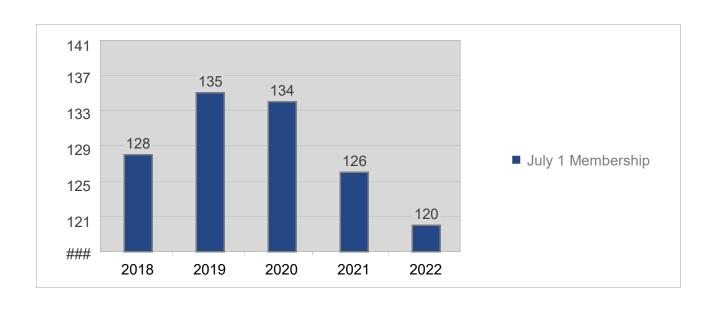
Low Retention -- Our Attrition Rate Exceeds 15%

Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our Attrition rate

Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	120
2022-2023 (Current Year)	120	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)	
2021-2022	126	Net Membership Growth Challenge = 5% or 5 members	
2020-2021	134	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	12
2019-2020	135	New Members Needed	
2018-2019	128	(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

Annual <u>Attrition Rate</u> (3-year average): 9.1%

Annual Attraction Rate (3-year average): 2.5%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

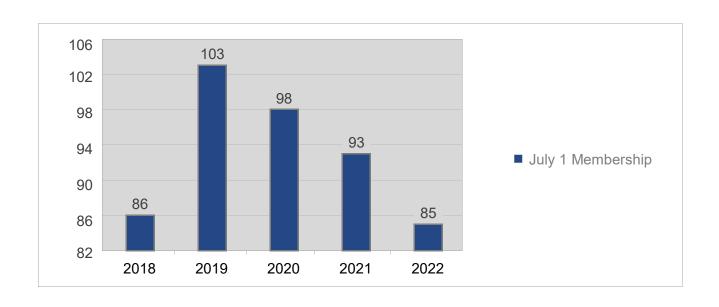
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our
Attrition rate
☐ Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	85
2021-2022	93
2020-2021	98
2019-2020	103
2018-2019	86

Starting Membership July 1, 2022	85	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	9	(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

Annual <u>Attrition Rate</u> (3-year average): <u>6.8%</u>

Annual <u>Attraction Rate</u> (3-year average): <u>6.8%</u>

Annual Net Growth Rate: %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

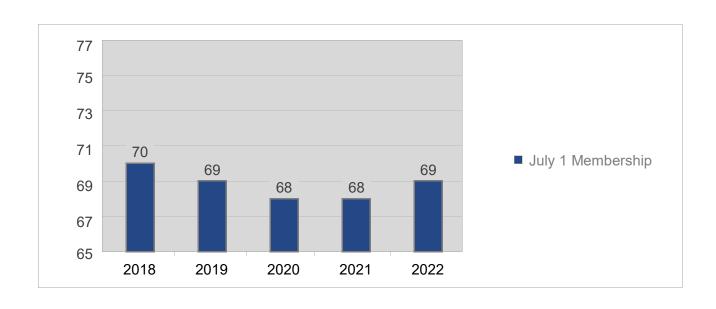
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our
Attrition rate
☐ Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	69
2021-2022	68
2020-2021	68
2019-2020	69
2018-2019	70

Starting Membership July 1, 2022	69	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	7	(d)
New Members Needed (Growth + Attrition)		(c+d)





District 7010 Bridgenorth-Ennismore-Lakefield

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

Annual Attrition Rate (3-year average): 24.2%

Annual <u>Attraction Rate</u> (3-year average): 11.0%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

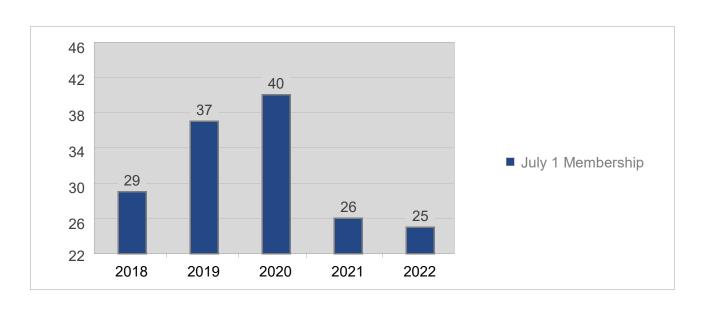
Attraction 5% greater than Attrition

L	Low Retention	Our Attrition	Rate	Exceeds	15%

- Insufficient New Member Attraction Our Attraction Rate is less than 5% above our Attrition rate
 - **Neither** We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	25
2022-2023 (Current Year)	25	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)	
2021-2022	26	Net Membership Growth Challenge = 5% or 5 members	
2020-2021	40	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	8
2019-2020	37	New Members Needed	
2018-2019	29	(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

Annual <u>Attrition Rate</u> (3-year average): <u>15.2%</u>

Annual Attraction Rate (3-year average): 9.1%

Annual Net Growth Rate: - %

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

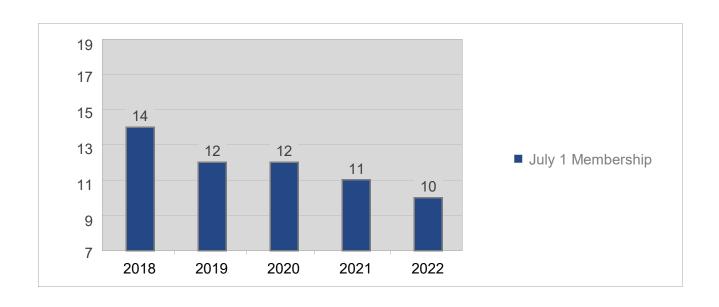
The problem we need to solve is:

- Low Retention -- Our Attrition Rate Exceeds 15%
- Insufficient New Member Attraction Our Attraction Rate is less than 5% above our Attrition rate
 - **Neither** We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	10
2021-2022	11
2020-2021	12
2019-2020	12
2018-2019	14

		-
Starting Membership July 1, 2022	10	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	2	(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

Annual <u>Attrition Rate</u> (3-year average): <u>22.4%</u>

Annual <u>Attraction Rate</u> (3-year average): 10.2%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

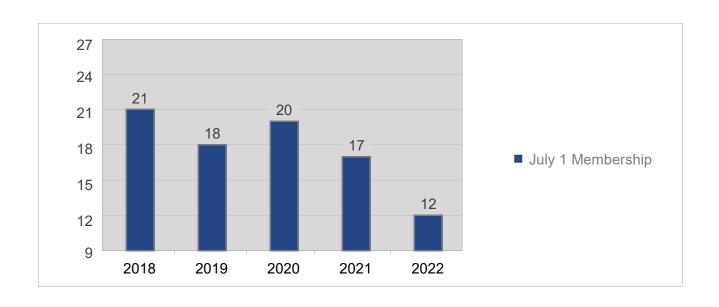
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our
Attrition rate
☐ Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	12
2021-2022	17
2020-2021	20
2019-2020	18
2018-2019	21

		_
Starting Membership July 1, 2022	12	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	4	(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

Annual <u>Attrition Rate</u> (3-year average): <u>4.1%</u>

Annual <u>Attraction Rate</u> (3-year average): 4.1%

Annual Net Growth Rate: %

The problem we need to solve is:

Success Targets

Attrition less than 15%

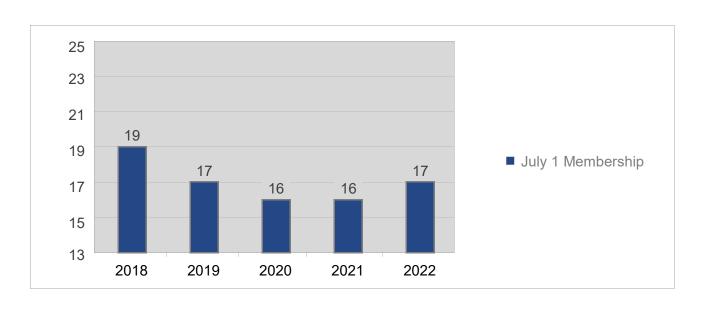
(July 1 membership x .15)

Attraction 5% greater than Attrition

- Insufficient New Member Attraction Our Attraction Rate is less than 5% above our Attrition rate
 - **Neither** We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	17
2022-2023 (Current Year)	17	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)	
2021-2022	16	Net Membership Growth Challenge = 5% or 5 members	
2020-2021	16	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	2
2019-2020	17	New Members Needed	
2018-2019	19	(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

Annual <u>Attrition Rate</u> (3-year average): <u>27.8%</u>

Annual <u>Attraction Rate</u> (3-year average): <u>8.3%</u>

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

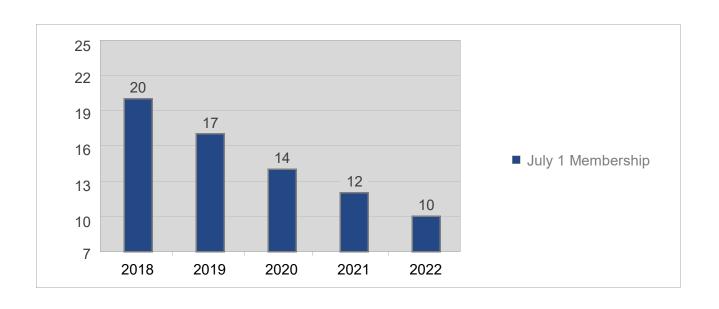
(July 1 membership x .15)

Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%			
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our			
Attrition rate			
☐ Neither - We need to build on our current membership growth culture and strategies			

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	10
2022-2023 (Current Year)	10	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)	
2021-2022	12	Net Membership Growth Challenge = 5% or 5 members	
2020-2021	14	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	4
2019-2020	17	New Members Needed	
2018-2019	20	(Growth + Attrition)	





4.9%

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

Annual Attrition Rate (3-year average):

Annual <u>Attraction Rate</u> (3-year average): <u>12.2%</u>

Annual Net Growth Rate: + %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

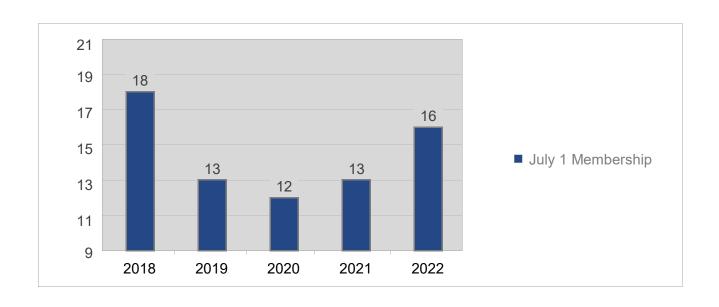
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%			
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our			
Attrition rate			
☐ Neither - We need to build on our current membership growth culture and strategies			

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	16
2021-2022	13
2020-2021	12
2019-2020	13
2018-2019	18

Starting Membership July 1, 2022	16	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	2	(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

Annual <u>Attrition Rate</u> (3-year average): <u>22.2%</u>

Annual <u>Attraction Rate</u> (3-year average): <u>8.3%</u>

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

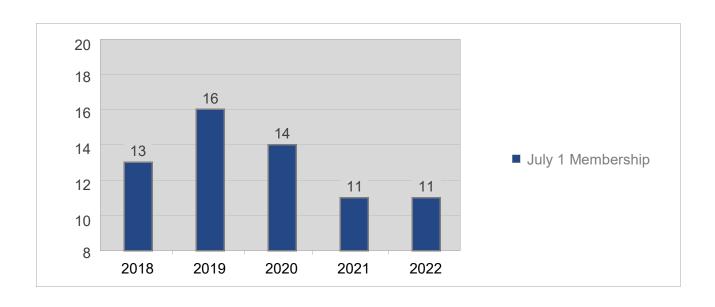
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%			
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our			
Attrition rate			
☐ Neither - We need to build on our current membership growth culture and strategies			

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	11
2021-2022	11
2020-2021	14
2019-2020	16
2018-2019	13

Starting Membership July 1, 2022	11	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	3	(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

Annual <u>Attrition Rate</u> (3-year average): <u>12.5%</u>

Annual Attraction Rate (3-year average): 6.9%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

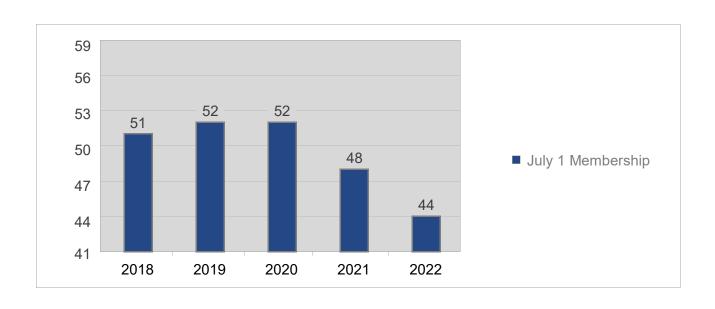
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%				
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our				
Attrition rate				
☐ Neither - We need to build on our current membership growth culture and strategies				

Membership History

Star	Members at start of year (July 1)	Club Year
Men (July	44	2022-2023 (Current Year)
Net Chal	48	2021-2022
Ave (Gre	52	2020-2021
New	52	2019-2020
(Gro	51	2018-2019

Starting Membership July 1, 2022	44	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	6	(d)
New Members Needed (Growth + Attrition)		(c+d)





District 7010 Temiskaming Shores and Area

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

Annual <u>Attrition Rate</u> (3-year average): <u>14.3%</u>

Annual <u>Attraction Rate</u> (3-year average): 14.3%

Annual Net Growth Rate: %

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

The problem we need to solve is:

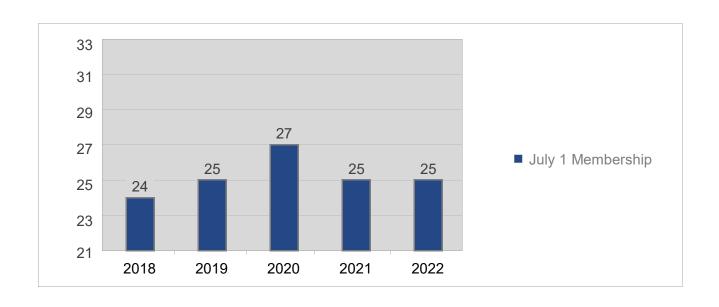
	Low Retention	Our	Attrition	Rate	Exceeds	15%
--	---------------	-----	-----------	------	---------	-----

- ☐ Insufficient New Member Attraction Our Attraction Rate is less than 5% above our Attrition rate
 - **Neither** We need to build on our current membership growth culture and strategies

Membership History

Starti	Members at start of year (July 1)	Club Year	
Mem (July	25	2022-2023 (Current Year)	
Net N Challe	25	2021-2022	
Avera (Grea	27	2020-2021	
New	25	2019-2020	
(Grov	24	2018-2019	

		_
Starting Membership July 1, 2022	25	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	4	(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

Annual <u>Attrition Rate</u> (3-year average): <u>15.2%</u>

Annual <u>Attraction Rate</u> (3-year average): 11.4%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

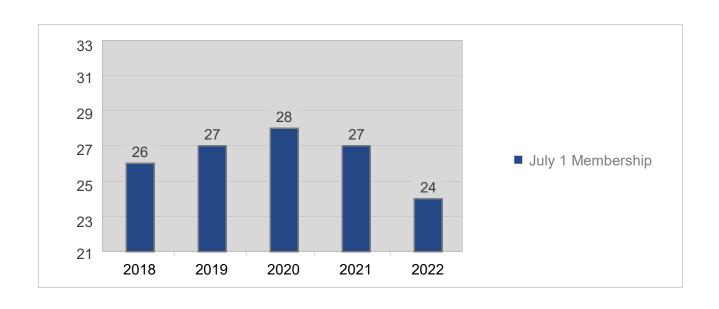
(July 1 membership x .15)

Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%			
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our			
Attrition rate			
☐ Neither - We need to build on our current membership growth culture and strategies			

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	24
2022-2023 (Current Year)	24	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)	
2021-2022	27	Net Membership Growth Challenge = 5% or 5 members	
2020-2021	28	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	4
2019-2020	27	New Members Needed	
2018-2019	26	(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

Annual Attrition Rate (3-year average): 36.7%

Annual Attraction Rate (3-year average): 25.2%

Annual Net Growth Rate: %

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

The problem we need to solve is:

Low Retention -- Our Attrition Rate Exceeds 15%

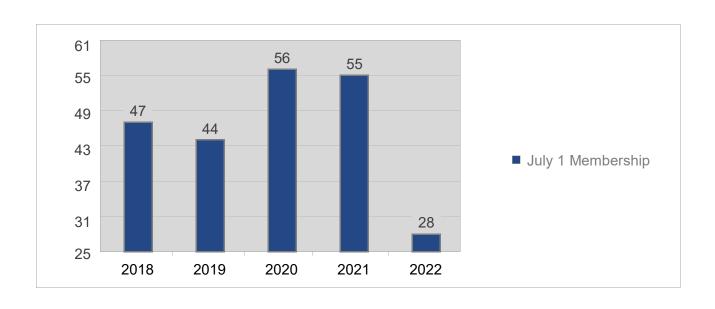
Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our Attrition rate

Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	28
2021-2022	55
2020-2021	56
2019-2020	44
2018-2019	47

		1
Starting Membership July 1, 2022	28	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	17	(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

Annual <u>Attrition Rate</u> (3-year average): <u>11.7%</u>

Annual <u>Attraction Rate</u> (3-year average): <u>16.9%</u>

Annual Net Growth Rate: + %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

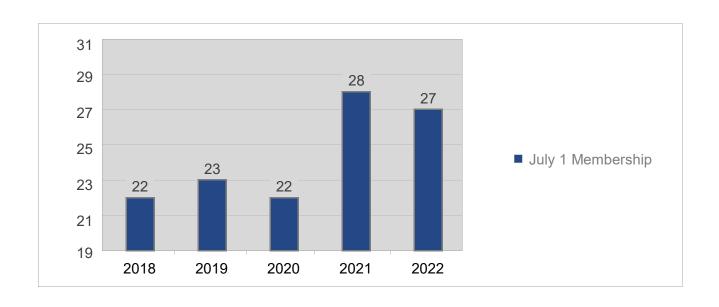
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our
Attrition rate
☐ Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting
2022-2023 (Current Year)	27	Member (July 1, 2
2021-2022	28	Net Men Challeng
2020-2021	22	Average (Greater
2019-2020	23	New Me
2018-2019	22	(Growth

		-
Starting Membership July 1, 2022	27	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	3	(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

Annual Attrition Rate (3-year average): 45.2%

Annual Attraction Rate (3-year average): 19.0%

Annual Net Growth Rate: %

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

The problem we need to solve is:

Low Retention -- Our Attrition Rate Exceeds 15%

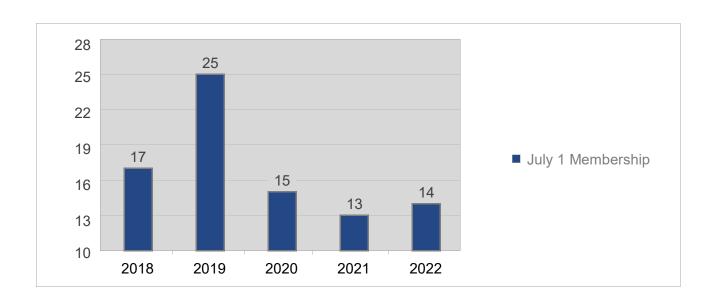
Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our Attrition rate

Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	14
2021-2022	13
2020-2021	15
2019-2020	25
2018-2019	17

Starting Membership July 1, 2022	14	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	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

Annual <u>Attrition Rate</u> (3-year average): <u>16.1%</u>

Annual Attraction Rate (3-year average): 4.6%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

Low Retention	O	۸ 44: 4:	D-4-		4 = 0/
Low Retention	Our	Attrition	Rate	Exceeds	15%

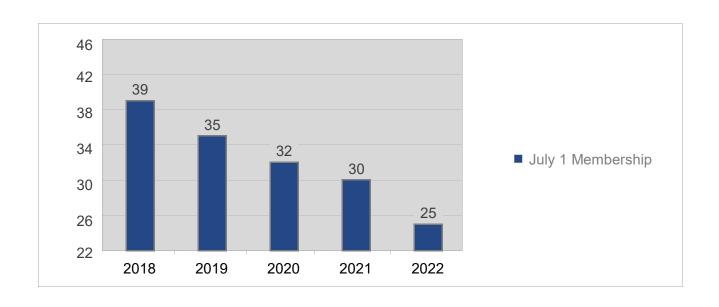
Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our Attrition rate

Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	25
2021-2022	30
2020-2021	32
2019-2020	35
2018-2019	39

Starting Membership July 1, 2022	25	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	5	(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

Annual Attrition Rate (3-year average): 23.1%

Annual Attraction Rate (3-year average): 0.0%

% **Annual Net Growth Rate**:

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

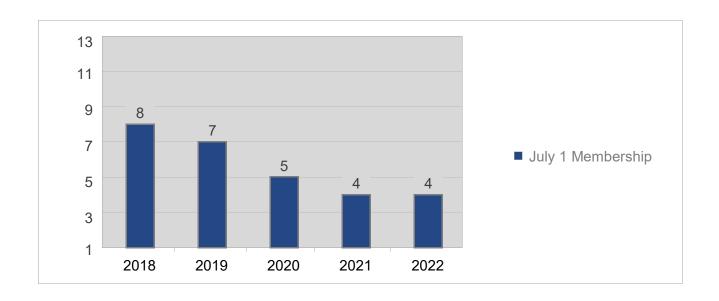
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our
Attrition rate
Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022
2022-2023 (Current Year)	4	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)
2021-2022	4	Net Membership Growth Challenge = 5% or 5 members
2020-2021	5	Average Annual Attrition to Repla (Greater of <u>Actual</u> or <u>10% = World</u> (
2019-2020	7	New Members Needed
2018-2019	8	(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

Annual Attrition Rate (3-year average): 12.6%

Annual Attraction Rate (3-year average): 9.1%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

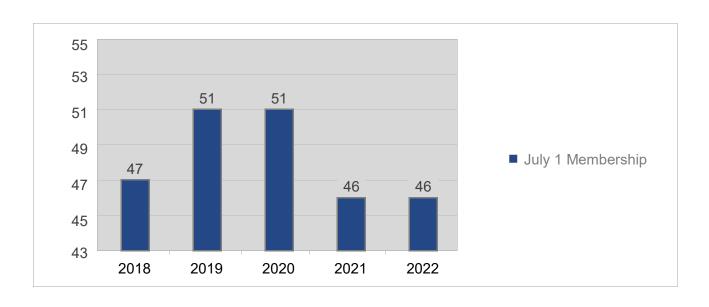
Attraction 5% greater than Attrition

Ш	Low Retention	Our Attrition Rate Exceeds 1	5%

- Insufficient New Member Attraction Our Attraction Rate is less than 5% above our Attrition rate
 - **Neither** We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	46	
2022-2023 (Current Year)	46	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		
2021-2022	46	Net Membership Growth Challenge = 5% or 5 members		
2020-2021	51	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	6	
2019-2020	51	New Members Needed		
2018-2019	47	(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

Annual <u>Attrition Rate</u> (3-year average): <u>12.2%</u>

Annual <u>Attraction Rate</u> (3-year average): <u>22.4%</u>

Annual Net Growth Rate: + %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

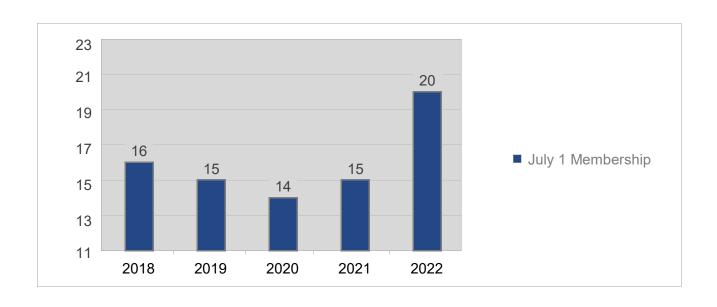
Attraction 5% greater than Attrition

	Low	Retention	<u>(</u>	<u> Our</u>	<u>Attrition</u>	Rate	Exceeds	<u> 15%</u>
_								

- Insufficient New Member Attraction Our Attraction Rate is less than 5% above our Attrition rate
 - **Neither** We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	20	(a)
2022-2023 (Current Year)	20	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
2021-2022	15	Net Membership Growth Challenge = 5% or 5 members		(c=b-
2020-2021	14	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	2	(d)
2019-2020	15	New Members Needed		(a.i.d)
2018-2019	16	(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

Annual Attrition Rate (3-year average): 9.1%

Annual <u>Attraction Rate</u> (3-year average): 3.6%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

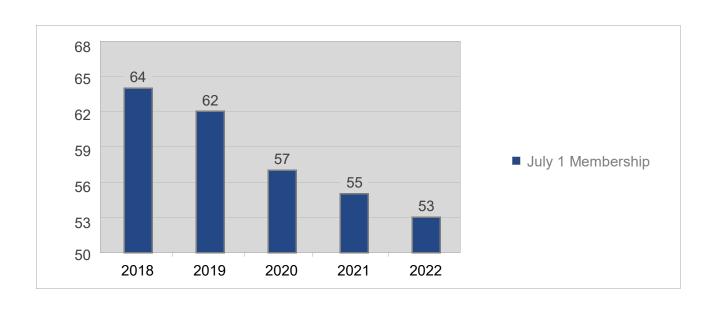
(July 1 membership x .15)

Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our
Attrition rate
☐ Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	53
2022-2023 (Current Year)	53	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)	
2021-2022	55	Net Membership Growth Challenge = 5% or 5 members	
2020-2021	57	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	6
2019-2020	62	New Members Needed	
2018-2019	64	(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

Annual <u>Attrition Rate</u> (3-year average): <u>24.1%</u>

Annual <u>Attraction Rate</u> (3-year average): 15.9%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

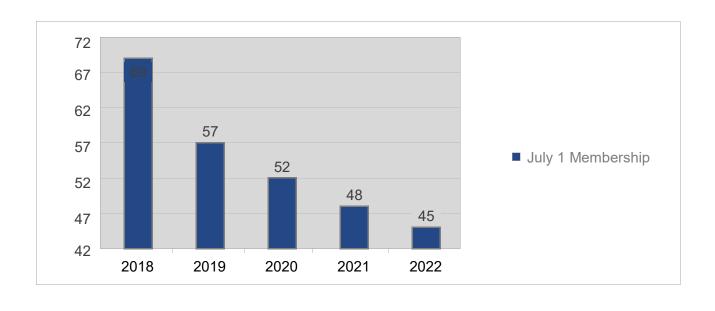
Attraction 5% greater than Attrition

	Low Retention	Our Attrition	Rate	Exceeds	<u>15%</u>
_					

- Insufficient New Member Attraction Our Attraction Rate is less than 5% above our Attrition rate
 - Neither We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	45
2022-2023 (Current Year)	45	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)	
2021-2022	48	Net Membership Growth Challenge = 5% or 5 members	
2020-2021	52	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	12
2019-2020	57	New Members Needed	
2018-2019	69	(Growth + Attrition)	





6.3%

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

Annual Attrition Rate (3-year average):

Annual <u>Attraction Rate</u> (3-year average): <u>13.7%</u>

Annual Net Growth Rate: + %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

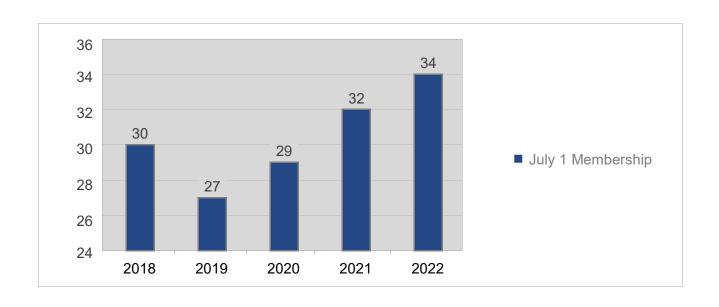
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our
Attrition rate
☐ Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	34
2021-2022	32
2020-2021	29
2019-2020	27
2018-2019	30

Starting Membership July 1, 2022	34	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	4	(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

Annual Attrition Rate (3-year average): 14.5%

Annual Attraction Rate (3-year average): 12.7%

Annual Net Growth Rate: %

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

The problem we need to solve is:

Low Retention -- Our Attrition Rate Exceeds 15%

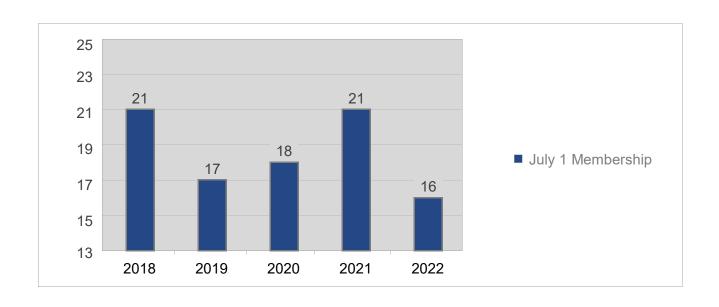
Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our Attrition rate

Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	16
2021-2022	21
2020-2021	18
2019-2020	17
2018-2019	21

		_
Starting Membership July 1, 2022	16	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	3	(d)
New Members Needed (Growth + Attrition)		(c+d)



(a)

(b)

(d)

(c+d)

(c=b-a)



Membership Goal Setting Worksheet

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

Annual Attrition Rate (3-year average): 18.3%

Annual Attraction Rate (3-year average): 13.0%

% **Annual Net Growth Rate:**

Success Targets

Attrition less than 15%

2022-2023 Membership Goal Setting

(July 1 membership x .15)

Attraction 5% greater than Attrition

The problem we need to solve is:

Low Retention -- Our Attrition Rate Exceeds 15%

Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our Attrition rate

Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year

2022-2023

(Current Year)

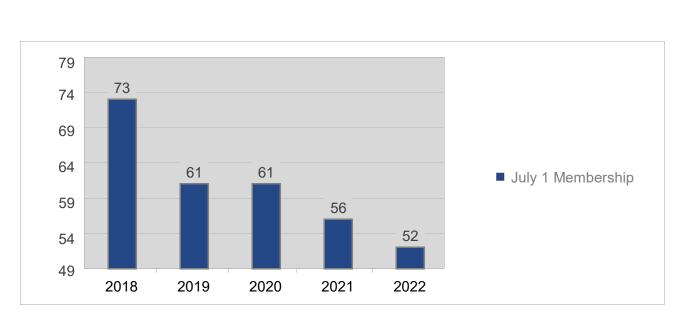
2021-2022

2020-2021

2019-2020

2018-2019

Members at start of year (July 1)	Starting Membership July 1, 2022	52
52	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)	
56	Net Membership Growth Challenge = 5% or 5 members	
61	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	11
61	New Members Needed	
73	(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

Annual <u>Attrition Rate</u> (3-year average): <u>13.7%</u>

Annual Attraction Rate (3-year average): 6.0%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

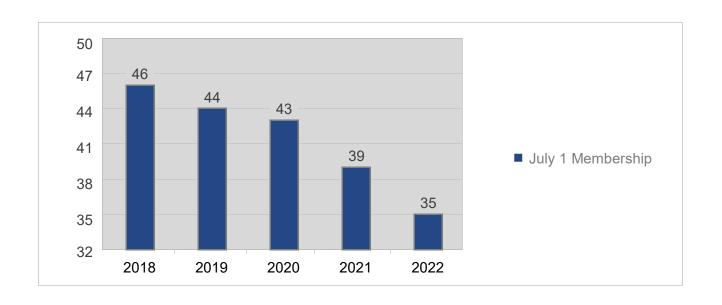
(July 1 membership x .15)

Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our
Attrition rate
☐ Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	35
2022-2023 (Current Year)	35	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)	
2021-2022	39	Net Membership Growth Challenge = 5% or 5 members	
2020-2021	43	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	6
2019-2020	44	New Members Needed	
2018-2019	46	(Growth + Attrition)	



District 7010 **Timmins-Porcupine**

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

Annual Attrition Rate (3-year average): 6.4%

Annual Attraction Rate (3-year average): **8.5%**

% **Annual Net Growth Rate**:

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

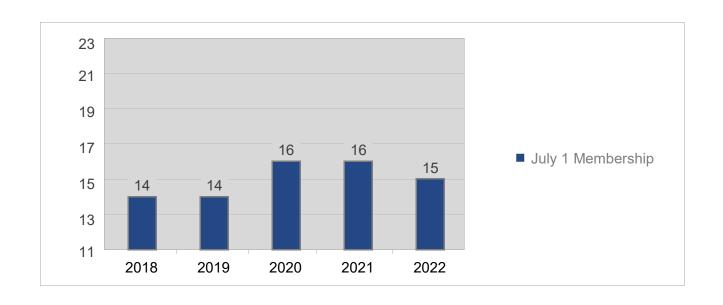
Low Retention Our Attrition Rate Exceeds 15%			
Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our			
Attrition rate			
☐ Neither - We need to build on our current membership growth culture and strategies			

Mambarchin History

wei	nbe	rSIII	рπ	isto	ГУ

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	15
2021-2022	16
2020-2021	16
2019-2020	14
2018-2019	14

Starting Membership July 1, 2022	15	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	2	(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

Annual Attrition Rate (3-year average): 16.1%

Annual Attraction Rate (3-year average): 1.6%

Annual Net Growth Rate: %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

Low Retention Our Attrition Rate	Exceeds 15%
Incufficient New Member Attracti	on Our Attraction F

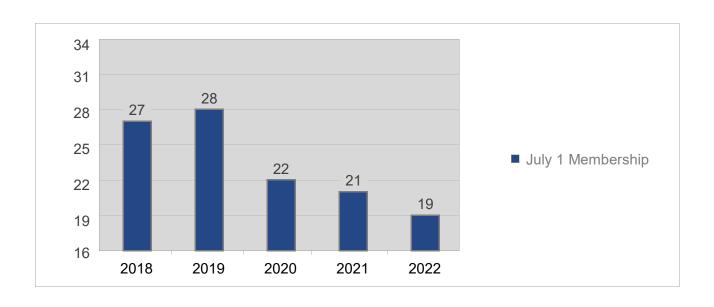
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our Attrition rate

Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	19
2021-2022	21
2020-2021	22
2019-2020	28
2018-2019	27

		•
Starting Membership July 1, 2022	19	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	4	(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

Annual <u>Attrition Rate</u> (3-year average): <u>5.7%</u>

Annual <u>Attraction Rate</u> (3-year average): <u>5.7%</u>

Annual Net Growth Rate: %

The problem we need to solve is:

Success Targets

Attrition less than 15%

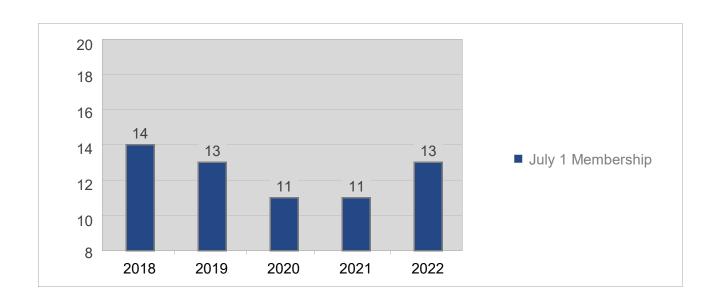
(July 1 membership x .15)

Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our
Attrition rate
☐ Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	13	(a
2022-2023 (Current Year)	13	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(k
2021-2022	11	Net Membership Growth Challenge = 5% or 5 members		(0
2020-2021	11	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	2	(0
2019-2020 2018-2019	13 14	New Members Needed (Growth + Attrition)		(c





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

Annual Attrition Rate (3-year average): 16.3%

Annual Attraction Rate (3-year average): 16.3%

% **Annual Net Growth Rate**:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

The problem we need to solve is:

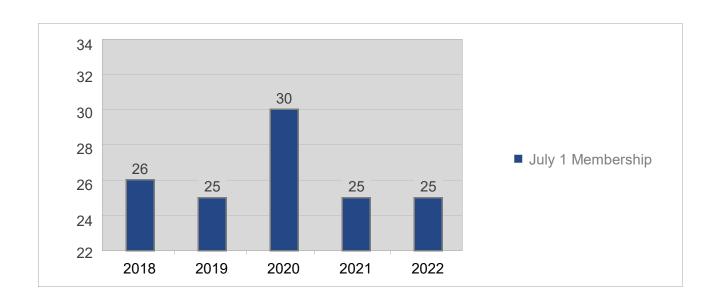
Low Retention -- Our Attrition Rate Exceeds 15%

Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our Attrition rate

Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	25
2022-2023 (Current Year)	25	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)	
2021-2022	25	Net Membership Growth Challenge = 5% or 5 members	
2020-2021	30	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	5
2019-2020	25	New Members Needed	
2018-2019	26	(Growth + Attrition)	



District 7010 North Bay-Nipissing

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

Annual <u>Attrition Rate</u> (3-year average): <u>13.1%</u>

Annual <u>Attraction Rate</u> (3-year average): <u>11.9%</u>

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

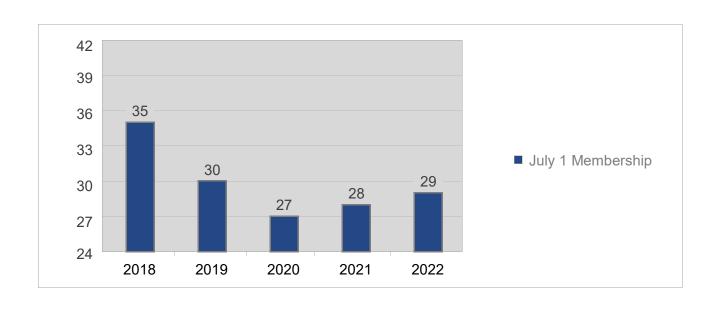
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our
Attrition rate
☐ Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	29
2021-2022	28
2020-2021	27
2019-2020	30
2018-2019	35

		_
Starting Membership July 1, 2022	29	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	4	(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

Annual <u>Attrition Rate</u> (3-year average): <u>18.3%</u>

Annual Attraction Rate (3-year average): 5.0%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

	Low	Retention	<u>O</u>	ur	Attrition	Rate	Exceeds	<u> 15%</u>
_								

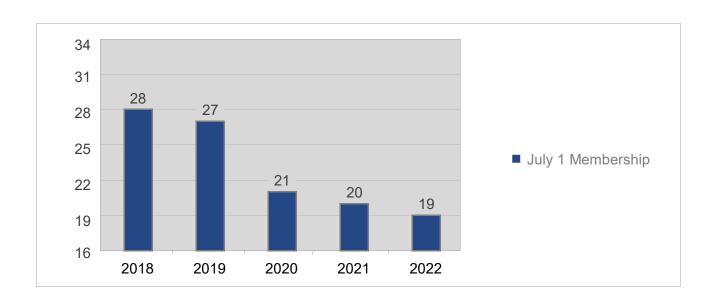
Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our Attrition rate

Neither - We need to build on our current membership growth culture and strategies

Membership History

Start	Members at start of year (July 1)	Club Year
Mem (July	19	2022-2023 (Current Year)
Net I Chall	20	2021-2022
Aver (Grea	21	2020-2021
New	27	2019-2020
(Grov	28	2018-2019

		_
Starting Membership July 1, 2022	19	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	4	(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

Annual Attrition Rate (3-year average): 13.6%

Annual Attraction Rate (3-year average): 13.6%

% **Annual Net Growth Rate**:

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

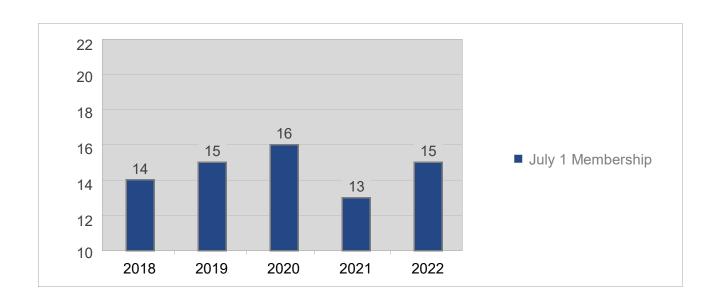
Low Retention Our Attrition Rate Exceeds 15%
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our
Attrition rate

☐ **Neither** - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	15
2021-2022	13
2020-2021	16
2019-2020	15
2018-2019	14

		_
Starting Membership July 1, 2022	15	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	2	(d)
New Members Needed (Growth + Attrition)		(c+d)





6.9%

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

Annual Attrition Rate (3-year average):

Annual Attraction Rate (3-year average): **11.1%**

% **Annual Net Growth Rate**:

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

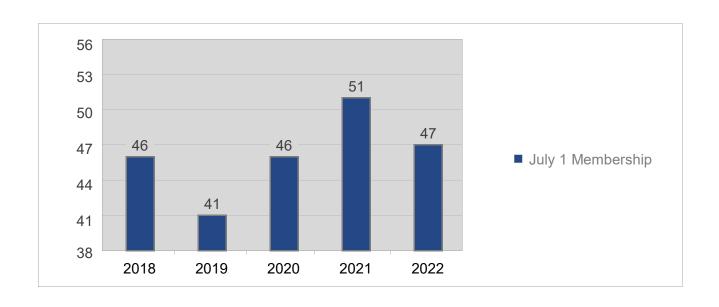
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%		
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our		
Attrition rate		
☐ Neither - We need to build on our current membership growth culture and strategies		

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	47
2021-2022	51
2020-2021	46
2019-2020	41
2018-2019	46

Starting Membership July 1, 2022	47	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	5	(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

Annual <u>Attrition Rate</u> (3-year average): <u>21.7%</u>

Annual <u>Attraction Rate</u> (3-year average): <u>8.7%</u>

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

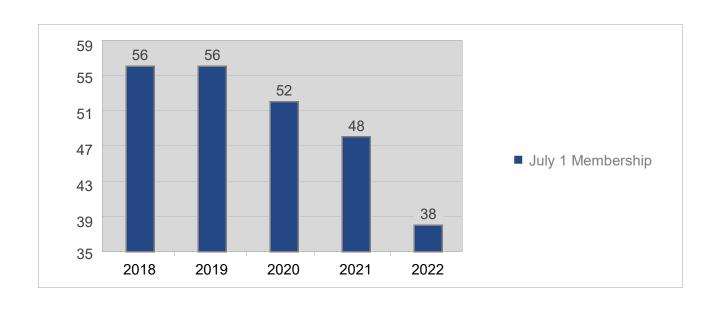
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%		
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our		
Attrition rate		
☐ Neither - We need to build on our current membership growth culture and strategies		

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	38
2021-2022	48
2020-2021	52
2019-2020	56
2018-2019	56

Starting Membership July 1, 2022	38	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	10	(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

Annual <u>Attrition Rate</u> (3-year average): <u>11.7%</u>

Annual Attraction Rate (3-year average): 5.0%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

ı		Low	Re	ter	ıtio	n	<u>Our</u>	Attrit	ion	Rate	Exceeds	15%	<u>0</u>
- 1	\neg	_		_		_		_					

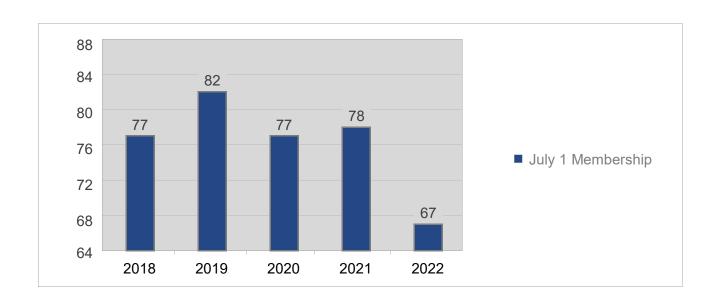
Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our Attrition rate

Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	67
2021-2022	78
2020-2021	77
2019-2020	82
2018-2019	77

Starting Membership July 1, 2022	67	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	9	(d)
New Members Needed (Growth + Attrition)		(c+d)





District 7010 Collingwood-South Georgian Bay

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

Annual <u>Attrition Rate</u> (3-year average): <u>19.7%</u>

Annual Attraction Rate (3-year average): 9.4%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

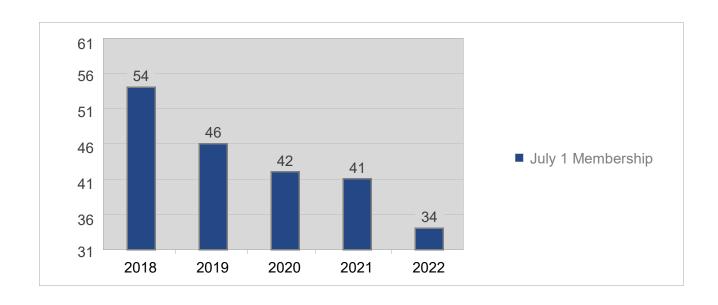
Attraction 5% greater than Attrition

Low Retention Our Attrition Rate Exceeds 15%					
☐ Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our					
Attrition rate					
☐ Neither - We need to build on our current membership growth culture and strategies					

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	34
2021-2022	41
2020-2021	42
2019-2020	46
2018-2019	54

Starting Membership July 1, 2022	34	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	8	(d)
New Members Needed (Growth + Attrition)		(c+d)





District 7010 Bracebridge-Muskoka

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

Annual Attrition Rate (3-year average): 18.1%

Annual Attraction Rate (3-year average): 6.9%

Annual Net Growth Rate: % **Success Targets**

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

The problem we need to solve is:

Low Retention -- Our Attrition Rate Exceeds 15%

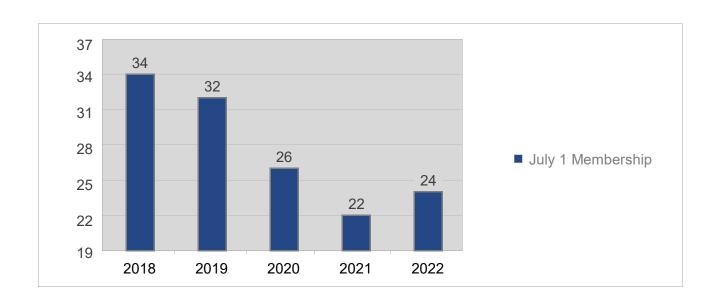
Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our Attrition rate

Neither - We need to build on our current membership growth culture and strategies

Membership History

Startin	Members at start of year (July 1)	Club Year
Memb (July 1	24	2022-2023 (Current Year)
Net Mo	22	2021-2022
Avera (Great	26	2020-2021
New I	32	2019-2020
(Grow	34	2018-2019

		_
Starting Membership July 1, 2022	24	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	5	(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

Annual <u>Attrition Rate</u> (3-year average): <u>11.8%</u>

Annual Attraction Rate (3-year average): 5.9%

Annual Net Growth Rate: - %

The problem we need to solve is:

Success Targets

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

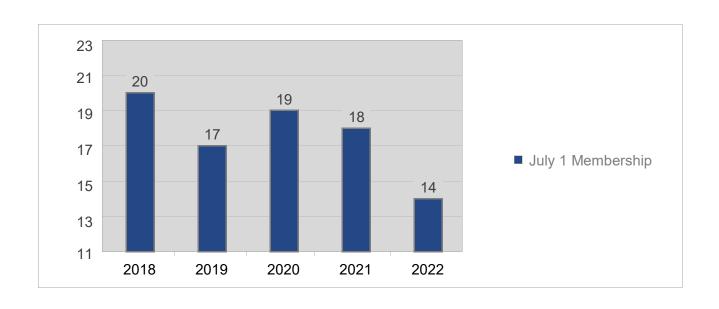
Our Attrition F	Rate Exceeds 15%

- Insufficient New Member Attraction Our Attraction Rate is less than 5% above our Attrition rate
 - **Neither** We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)
2022-2023 (Current Year)	14
2021-2022	18
2020-2021	19
2019-2020	17
2018-2019	20

		•
Starting Membership July 1, 2022	14	(a)
Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)		(b)
Net Membership Growth Challenge = 5% or 5 members		(c=b-a)
Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	2	(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

Annual Attrition Rate (3-year average): 18.3%

Annual Attraction Rate (3-year average): 19.4%

Annual Net Growth Rate: % **Success Targets**

Attrition less than 15%

(July 1 membership x .15)

Attraction 5% greater than Attrition

The problem we need to solve is:

Low Retention -- Our Attrition Rate Exceeds 15%

Insufficient New Member Attraction - Our Attraction Rate is less than 5% above our Attrition rate

Neither - We need to build on our current membership growth culture and strategies

Membership History

Club Year	Members at start of year (July 1)	Starting Membership July 1, 2022	31
2022-2023 (Current Year)	31	Membership Goal July 1, 2023 (July 1, 2022 Start + Growth)	
2021-2022	30	Net Membership Growth Challenge = 5% or 5 members	
2020-2021	32	Average Annual Attrition to Replace (Greater of Actual or 10% = World Class)	6
2019-2020	30	New Members Needed	
2018-2019	31	(Growth + Attrition)	

