

AIS Membership Report Spring 2006

| 2005/06 | RENEW | NEW | REINSTATE | DROP | |
|--------------|-------------|------------|------------|------------|-------------|
| APR | 14 | 7 | 3 | 67 | -60 |
| MAY | 40 | 60 | 24 | 33 | 27 |
| JUN | 31 | 42 | 10 | 42 | 0 |
| JUL | 33 | 51 | 1 | 56 | -5 |
| AUG | 15 | 25 | 0 | 26 | -1 |
| SEP | 37 | 46 | 8 | 29 | 17 |
| OCT | 48 | 47 | 2 | 38 | 9 |
| NOV | 74 | 28 | 7 | 19 | 9 |
| DEC | 142 | 24 | 8 | 454 | -430 |
| JAN | 593 | 67 | 15 | 43 | 24 |
| FEB | 314 | 61 | 12 | | 61 |
| MAR | 76 | 43 | 14 | | 43 |
| TOTAL | 1417 | 501 | 104 | 807 | -202 |

| LIFE MEMBERSHIPS | | | | | | | |
|-------------------|-------------|------------|------------|------------|------------|------------|------------|
| | Spring 2006 | 2005 | 2004 | 2003 | 2002 | 2001 | 2000 |
| New | 2 | 17 | 13 | 8 | 10 | 13 | 12 |
| Deceased | 4 | 12 | 7 | 5 | 8 | 12 | 3 |
| BAL +/- | -2 | 5 | 6 | 3 | 2 | 1 | 9 |
| Total Life | 479 | 481 | 476 | 470 | 467 | 465 | 464 |

| |
|------------------------------------|
| 2005/2006 Increased Dues \$ |
| approx. \$24,102 |

| | ANNUAL RENEWAL NOTICES SENT | UPGRADES | % |
|--------------|-----------------------------|-----------|-------------|
| DEC | 1063 | 58 | 5.5% |
| JAN | 88 | 5 | 5.7% |
| FEB | 66 | 7 | 10.6% |
| MAR | 42 | 5 | 11.9% |
| TOTAL | 1259 | 75 | 6.0% |

| | Members | % |
|----------------|-------------|--------|
| Spring 2005 | 5755 | |
| Spring 2006 | 5532 | -3.87% |
| BAL +/- | -223 | |

| | Memberships | % |
|----------------|-------------|--------|
| Spring 2005 | 4854 | |
| Spring 2006 | 4652 | -4.16% |
| BAL +/- | -202 | |

Since last year at this time we have some good news and some bad news. First the good news. As a result of the increase in dues effective April 1, 2005 there has been an increase in dues receipts of approximately \$24,102. This is compared to what we would have received had the increase not taken place. Also the Annual to Triennial Upgrade offer has seen a 6% return rate thus far as shown in the chart to the left. We have also seen a decrease in the number of Life Members as shown in the chart above, however with half the year yet before us my expectation is for a net increase of 4 to 485 Life Members. The bad news is that we continue to lose members at about the same rate as in the last several years. A separate report will cover ways to stop the bleeding.