

GAIN SCORING

SCORING CATEGORIES

New Members

Number of new members who joined chapter since May 1, 2011

Growth Rate

Number of new members since May 1, 2011 / number of members on April 30, 2012

Retention Rate

1 minus the number of lapsed members in the last 12 months / number of members 1 year ago.
This yields a "rolling-average" 12-month retention rate

OVERALL SCORING

Chapters are ranked first to last in each of the three categories

Small local chapter - fewer than 90 members on May 1, 2011

Large local chapter - more than 90 members

Small state chapter - fewer than 320 members on May 1, 2011

Large state chapter - more than 320 members

Regions

Lowest point total in each group is group winner

* If there is a tie in overall points - the winner will be determined by **best retention rate**.

