

## **GAIN SCORING**

### **SCORING CATEGORIES**

#### **New Members**

Number of new members who joined chapter since May 1, 2022

#### **Growth Rate**

Number of new members since May 1, 2022 / number of members on April 30, 2023

#### **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 nine categories:

Tiny local chapter - fewer than 50 members on May 1, 2022  
Small local chapter - fewer than 100 members on May 1, 2022  
Medium local chapter - fewer than 160 members on May 1, 2022  
Large local chapter - more than 160 members

Tiny state chapter - fewer than 100 members on May 1, 2022  
Small state chapter - fewer than 250 members on May 1, 2022  
Medium state chapter - fewer than 450 members on May 1, 2022  
Large state chapter - more than 450 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**.