

| Cost         | Levels            | Members    | Memberships | FTE         |
|--------------|-------------------|------------|-------------|-------------|
| \$50         | Associate Monthly | 81         | 69          | 34.5        |
| In-kind      | Complimentary     | 3          | 3           | 0.0         |
| \$5,000      | Corporate Annual  | 11         | 1           | N/A         |
| \$1000*      | Full Annual       | 8          | 4           | 3.3         |
| \$100        | Full Monthly      | 84         | 46          | 46.0        |
| \$500*       | Full Semiannual   | 1          | 1           | 0.8         |
| <b>Total</b> |                   | <b>188</b> | <b>124</b>  | <b>84.7</b> |

**Full time Equivalent (FTE) 84.7**

\* based on \$100 a month as 1 FTE. Annual and Semiannual are discounted

|            |       |
|------------|-------|
| 1/8/2020   | 72.50 |
| 2/2/2020   | 72.50 |
| 3/4/2020   | 76.80 |
| 4/1/2020   | 74.20 |
| 5/6/2020   | 72.70 |
| 6/3/2020   | 73.70 |
| 7/1/2020   | 72.67 |
| 8/5/2020   | 74.17 |
| 9/2/2020   | 74.17 |
| 10/7/2020  | 74.83 |
| 11/4/2020  | 77.00 |
| 11/30/2020 | 79.00 |
| 1/2/2021   | 80.70 |
| 1/27/2021  | 81.70 |
| 2/23/2021  | 84.70 |

## Member list

| Level                                | Total (Bundles)  | Active     | Renewal overdue | Lapsed   | Pending  |          |              | New in last |           |
|--------------------------------------|------------------|------------|-----------------|----------|----------|----------|--------------|-------------|-----------|
|                                      |                  |            |                 |          | New      | Renewal  | Level change | 7 days      | 30 days   |
| Associate - Monthly - Recurring      | 81 (69)          | 78         | -               | -        | -        | 3        | -            | 2           | 13        |
| Complimentary Member - Monthly       | 3 (3)            | 3          | -               | -        | -        | -        | -            | 1           | 1         |
| Corporate Member - Annual            | 11 (1)           | 11         | -               | -        | -        | -        | -            | -           | -         |
| Full Member - Annual                 | 8 (4)            | 8          | -               | -        | -        | -        | -            | -           | 1         |
| Full Member - Monthly - Recurring    | 84 (46)          | 79         | 7               | 5        | -        | -        | -            | -           | -         |
| Full Member - Semiannual - Recurring | 1 (1)            | -          | 1               | 1        | -        | -        | -            | -           | -         |
| Hidden                               | 1                | 1          | -               | -        | -        | -        | -            | -           | -         |
| <b>Total</b>                         | <b>189 (124)</b> | <b>180</b> | <b>8</b>        | <b>6</b> | <b>-</b> | <b>3</b> | <b>-</b>     | <b>3</b>    | <b>15</b> |



- 1) Currently at 188 Members, 124 Memberships, 84.7 FTE.
- 2) Created Slack Channel for membership Committee
- 3) Identified Committee Members: Saadiq Hasan, Anthony Lesink, Jesse Maloney, and Scott Newman. Requested Board appointment of Committee and Chair above.
- 4) Held Virtual Open House - 2 prospects, fruitful debrief with Saadiq
- 5) Pending tasks:
  - a) Have committee meet and establish the duties of the committee
  - b) Document daily/weekly/monthly/annual/irregular tasks
  - c) Identify opportunities to recruit new members
  - d) Gain further familiarity with Wild Apricot with respect to membership tracking
  - e) Follow up with lapsed members