MD Monthly – JANUARY 2017

Membership Development Report - Page 1



This report is issued monthly on behalf of the IEEE Member & Geographic Activities Board. Source data is IEEE membership statistics. Contact: Elyn Perez, elyn.perez@ieee.org

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Monthly Census		YoY Var	iance	Jan '17	Jan '17 Jan '16		Jan '17 vs. Dec '16				
IEEE Membership	+	3,463	+0.8%	431,398	427,935	407,594	+5.8%				
o Honorary	~	-2	-6.3%	30	32	31	-3.2%				
o Fellow		122	+1.6%	7,670	7,548	7,355	4.3%				
o Senior Member	~	1,733	+4.5%	40,344	38,611	39,693	1.6%				
o Member	~	-1,514	-0.6%	252,599	254,113	248,425	1.7%				
o Associate Member	~	-786	-9.5%	7,470	8,256	7,866	-5.0%				
o Graduate Student	~	419	+0.9%	45,448	45,029	38,174	19.1%				
o Undergraduate Student		3,491	+4.7%	77,837	74,346	66,050	17.8%				
Society Membership	+	1,528	+0.5%	314,227	312,699	320,592	-2.0%				
 16 Societies up > 1% 		7,002	Societies Note	Sum of respective	e dains and loss	es with all counts	excluding				
• 4 Societies +/- 1%	$\mathbf{\vee}$	-51	<u>Societies Note</u> : Sum of respective gains and losses, with all counts <u>exclud</u> Affiliates. Including Affiliates, total Society memberships are down ye								
 19 Societies down > 1% 	~	-5,423	year by -348 c	year by -348 or -0.1%.							

MD		January - Membership Year To Date														
Venue	'17	'16	'15	'14			'17	'16	ʻ15	'14						
Retention	55.5% 213,633	54.5% 207,997	56.5% 219,381	58.1% 228,178		Recruitment	37,132	37,327	36,246	36,153						
Higher- Grade	66.0% 196,104	<i>64.6%</i> 191,395	66.3% 199,006	67.1% 201,516		Reinstatement	9,043	9,112	8,747	8,605						
STU/GSM	19.9% 17,529	<i>19.5%</i> 16,602	23.0% 20,735	24.9% 26,662		Recovery	n/a	n/a	n/a	n/a						
					_		·	(it Ordenia a								

	New Members	<u>SAMIEEE</u>	<u>Reports</u>	Webcasts	MD Kit Ordering	Presentations	L
MD Resources			20	R	and a		L
(IEEE Account required)		P				EC	

	Recruitment Activities	Retention Activities
	Give priority attention to member recovery tools and activities, especially first-year members. $\rightarrow \rightarrow \rightarrow$	<i>1 March: Arrears-recovery period</i> begins for all members who did not renew their membership for 2017.
Mar	1 March: Half-Year Dues Cycle – ½ year dues period begins. Incorporate into recruitment messaging. Individuals who join IEEE in March receive 10 months of membership for the price of 6.	Tools : Located in the MD folder of SAMIEEE, use pre-defined queries to identify members who have not renewed. Communications templates also available (see page 5).
Apr	 Continue focus on recovery activities → → → Half-Year Dues Cycle – IEEE accepts ½-price dues for present year of service. Individuals who join IEEE in April receive 9 months of membership for the price of 6. 	Tools : Located in the MD folder of SAMIEEE, use pre-defined queries to identify members who have not renewed. Communications templates also available (see page 5).



January MD Highlights

IEEE Membership

Overall membership continued its positive gains year-over-year and ended January ahead by +0.8%, or 3,463 members, following +0.5% last month. The improvement was due to narrowing year-over-year recruitment and reinstatement declines.

Although renewal activity remains strong, this does not yet impact the overall change in membership. Only after the service deactivation occurs in February will we see the normal dip in membership counts, and then commence the arrears recovery period. (More on that below.)

Recruitment

The decline in overall recruitment that we've seen since the third quarter of 2016 is starting to reverse its trend. While the large gains in Region 10 last year are working against an overall improvement this year, there were some nice gains made in January. Recruitment is behind last year by -0.5%, shaving a large part of the -3.9% deficit of last month. In fact, the month of January saw the highest recruitment counts since 2014. The natural cycle for recruitment will see ebbing numbers continue through February, then spike back up again in March once the half year dues period begins.

See more detail on recruitment, page 8.

Links to all MD resources plus communications templates can be found at <u>www.ieee.org/md</u>.

Retention

Overall retention is ahead by a full one percent over last year, and the raw count of renewals is ahead by almost 6,000. Why is this significant? It signals that overall membership is in a continued growth pattern. Higher retention is the greatest predictor of membership growth. We began the membership year with ~3,300 more members – a larger renewal opportunity – and now we have almost 6,000 more members renewed compared to the same period in 2016 (see chart, page 1). This is keeping overall membership in a healthy growth margin. This should allow membership growth to slowly return to, and exceed, pre-2016 levels.

The return to growth in membership should be put into the longer term perspective. Here is a look at the last five years of total membership:

	Jan '17	Jan '16	Jan '15	Jan '14	Jan '13
Total IEEE Membership	431,398	427,935	433,573	438,705	438,246

While we are ahead of where we were a year ago, the return to prior levels of membership will only come with a concerted effort to engage our members.



The **annual service deactivation will take place on 25 February.** Reach out to your members who have not yet renewed for 2017. In SAMIEEE utilize the query named "(MD) 2016 Last Renewal Year for Active Members – Name, Grade, Email" to identify your unrenewed members.

Following record recruitment in 2016, we now have a larger pool of first-year members set to renew for 2017. The retention rate for this group is much lower than the average (28.7% for first year members versus 70.0% overall) hence it can't be stressed enough that retention will be especially critical for this larger pool of first year members.

Do you have a first-year member program in place? Or do you need help or ideas to start one? Tip: Utilize the new First Year Member Engagement Toolkit and other resources available on the MD portal, <u>www.ieee.org/md</u> or contact Denise Maestri, <u>d.maestri@ieee.org</u>.

See more detail on retention, page 6.



Society Membership

Overall Society memberships are now positive year-over-year, for the first time this membership year, at +0.5%. This month's result takes into account the Society membership deletions that occur every year. These deletions represent IEEE members who renewed, but did not renew a Society membership. Therefore each year in January the month to month trend is negative (see chart, page 1). This year, the deletions accounted for a loss of about 6,000 memberships, or -2.0%. By comparison, last year there were roughly 9,000 deletions, at a loss of -2.9%, so this year we saw an improvement. From this point in the membership year forward (for Society memberships), the impact of any increase or decrease in recruitment and retention will be immediately apparent.

The top Societies in terms of percentage growth thus far in the 2017 membership year are Industry Applications Society (+6.5%), Intelligent Transportation Systems (6.1%), and Social Implications of Technology Society (+5.3%).

Society membership details begin on page 11.

Power & Energy Society: 'More Power to the Future'

Special congratulations to the Power & Energy Society, who recently released a statement recognizing ten years of consecutive growth in membership. They have increased their membership by more than 50% since 2006, and now have more than 37,000 members worldwide.

"The membership growth in the IEEE Power & Energy Society is truly unique," said Damir Novosel, IEEE PES President. "In 2017 and beyond, we aim to continue this growth across the globe. This goal underscores our theme for the New Year, which is 'More Power to the Future.' This new program for IEEE PES is something we'll be rolling out over the coming months. Its purpose is to enhance our membership benefits and mission as a society and invigorate our members' passion for the power and energy industry."



IEEE Collabratec (CT) now has more than 78,000 users (as of January month end). Of those, about 70% are outside of the US. The platform is open to members and non-members alike, with special member-only features. About 40% of CT users are non-members. The platform is now also available as a mobile app!

What does this mean to you? Leverage the platform as an easy lead generation tool. Invite non-members at your events and conferences to sign up for a free account. That is the single easiest way to engage them, and to capture their contact information for follow up membership development efforts.

ACTIVITY	Higher Grade	Graduate	Undergrad	TOTAL
Cumulative Since Launch thru January 2017	nigher Grade	Student	Student	IOTAL
Non-Member Sign-up to Active Member Conversions	323	269	572	1,164
Former Member Sign-up to Active Member	853	266	225	1,344
Total New Members	1,176	535	797	2,508
First-Year Member Sign-ups to IEEE Collabratec	1 050	1105	2 402	C C 2 7
(joined IEEE, and then signed up)	1,959	1185	3,493	6,637

We see two different trends in the chart above. First, those that signed up on Collabratec and then became IEEE members, some of which were former members who came back. (In the chart above, the numbers making up the 2,508 total.) Second, is the engagement of first year members – how many members joined IEEE then became a Collabratec user.



Set up a Collabratec account or log in now at <u>ieeecollabratec.org</u>. You can also download the mobile app for Apple or Android. In its first month of being released in the app stores, there have been more than 3,000 downloads.



2017 Membership Development Goals

A big thank you and congratulations to outgoing Member Recruitment and Recovery (MRR) Committee Chair Antonio Luque (Spain). In January, we welcome Takako Hashimoto (Japan) as the new MRR Committee Chair.



Takako Hashimoto takako@cuc.ac.jp

2017 MRRC Chair

MD goals are created for each individual Section for both recruitment and retention. Below are the

Section goals rolled up to the Region level for each channel. In this report, we will track progress to goal on the Region-level. You will find the Section levels goals and progress in your monthly Region MD report.

For 2017 goals, we reviewed five years of history. Each Section has a unique goal based on different dynamics - whether the Section has had growth or decline, as well as the overall size and location of the Section. Note that reinstatement goals are assigned on the Region level only.

Detail on the Section goals and progress are included in the Region level MD reports. These reports are sent via e-mail once monthly. If you are not receiving your region MD report, please contact your Region MD Chair.

For the complete listing of Section goals, visit the MD goals page on the MD portal, www.ieee.org/md.

Section Recognition Awards

Each Section that meets their goal receives a special recognition in the form of an electronic banner that can be placed on Section websites, in newsletters, and even in e-mail signatures. Banners are distributed to the Section's Membership Development Chair, and/or Section Chair.

These Sections will also be recognized in the MD Monthly report, region level MD reports and on the MD portal, <u>www.ieee.org/md</u>.



Banners include the membership year and Section name in the graphic. A **silver award** will be given in either the recruitment or retention category once met. A **gold medal of recognition** will be given once both goals are met.

At the end of the year, a special gift and certificate of recognition will be mailed to those who earned the gold award. Certificates of recognition will also be mailed to those who earned either silver award.



Region Membership Goals – 2017 Membership Year

Below is a summary by Region showing the goal and progress to goal, as of the current month. At five months into the membership year, the percent to goal benchmark (last column in charts below) is 40% or more.

	2017 %	2017		
	Retention	Retention	2017 YTD	
Retention	Goal	Growth	Jan	% to Goal
R1	81.8%	0.7%	69.1%	84.5%
R2	83.5%	1.2%	70.4%	84.3%
R3	79.1%	1.0%	66.4%	83.9%
R4	79.8%	1.1%	68.0%	85.2%
R5	78.7%	1.4%	66.5%	84.5%
R6	81.0%	1.7%	68.5%	84.6%
R7	75.7%	1.6%	63.1%	83.3%
R8	71.0%	1.8%	52.6%	74.2%
R9	52.4%	1.7%	33.5%	63.8%
R10	57.2%	1.9%	38.9%	68.0%
Total	71.6%	1.6%	55.5%	77.5%

	2017	2017		
	Recruit-	Recruit-	2017	
	ment	ment	YTD	% to
Recruitment	Goal	Growth	Jan	Goal
R1	3,816	5.1%	1,516	39.7%
R2	2,998	5.3%	1,060	35.4%
R3	4,217	6.8%	1,660	39.4%
R4	3,086	7.2%	1,141	37.0%
R5	3,898	8.1%	1,583	40.6%
R6	6,218	6.6%	2,877	46.3%
R7	2,876	9.7%	1,171	40.7%
R8	17,240	0.5%	7,034	40.8%
R9	6,535	7.0%	2,303	35.2%
R10	45,545	-9.2%	16,787	36.9%
Total	96,429	-2.4%	37,132	38.5%

	2017	2017		
	Reinstat	Reinstat	2017	
	ement	ement	YTD	% to
Reinstatement	Goal	Growth	Jan	Goal
R1	1,302	5.0%	585	44.9%
R2	1,159	5.0%	450	38.8%
R3	1,334	5.0%	598	44.8%
R4	914	5.0%	405	44.3%
R5	1,256	5.0%	606	48.3%
R6	2,570	5.0%	1,160	45.1%
R7	694	5.0%	364	52.4%
R8	4,296	5.0%	1,810	42.1%
R9	1,149	5.0%	576	50.1%
R10	5,329	5.0%	2,489	46.7%
Total	20,001	5.0%	9,043	45.2%

Since most retention activity occurs in the first half of the membership year, the higher percentages to goal are expected. This should not be viewed as a sign that retention is tracking far ahead. This will start to level off over the coming months.

The goals for retention growth are reflective of the last five years, and are rather aggressive – <u>local efforts are critical to</u> <u>sustain this.</u>

Although recruitment improved in January, the residual effects of early declines are still impacting progress to goal. Nevertheless, 43% of all Sections are on track, and six Sections have already met or exceeded their recruitment goal!

Word of mouth is the most effective sales tool. Promote the Member-Get-a-Member program to your members. www.ieee.org/mgm

All but one Region is tracking above the goal benchmark. The goal is to grow reinstatement by 5%, which is the 4-year average historical growth rate

Former members are a ripe pool of candidates to outreach to – and each year that pool grows.

Focus on sustaining reinstatement growth by regularly outreaching to them and/or inviting them to events.

Find Section-level goals and progress in your monthly Region MD report.



Membership Retention Update

NOTE: The service deactivation takes place on Saturday, 25 February this year. Friday, 24 February is the last day to renew before benefits and services stop. <u>Make every effort to communicate with your unrenewed members before they are deactivated</u>. Even if it is post-deactivation, every Section should be reaching out to this group. They can renew any time before August to remain a member for 2017. Need help or ideas? See the next page, contact <u>elyn.perez@ieee.org</u>, or use the templates available on the MD portal, <u>www.ieee.org/md</u>.

Overall retention is ahead by a full one percent over last year, and the raw count of renewals is ahead by almost 6,000. Why is this significant? It signals that overall membership is in a continued growth pattern. Higher retention is the greatest predictor of membership growth. We began the membership year with ~3,300 more members – a larger renewal opportunity – and now we have almost 6,000 more members renewed compared to the same period in 2016 (see chart, page 1). This is keeping overall membership in a healthy growth margin. This should allow membership growth to slowly return to, and exceed, pre-2016 levels.

Only Region 10 is seeing overall retention slightly behind 2016, with gaps in higher grade and graduate student retention. Higher grade retention is outpacing last year in every other region. Graduate student and undergraduate student retention are both in positive territory this month. Undergraduate retention had been behind and just pulled ahead slightly in January.

First year member retention is a bright spot, as we see the year-over-year gains in retention get bigger each month. There are several communications that have been added to the first year of a member's tenure, to increase the engagement among this group (launched in the second quarter of 2016). We are also seeing many Sections implement their own 'first year experience' plan locally. This is an excellent idea. Do you have a first-year member program in place? Or do you need help or ideas to start one? Contact Denise Maestri, <u>d.maestri@ieee.org</u>.

					IEEE	Members	hip Ren	ewal/Re	tention -	January	2017					
	ŀ	HIGHER GRA	DE w/o GSN	Λ		GRADUATE	STUDENTS		UNE	DERGRADU	ATE STUDEN	NTS		TOTAL M	EMBERS	
REGION	On n a sturn itu		Renewal		On n a star ite		Renewal		Onn e stunitu		Renewal		On a strum its		Renewal	
18.	Opportunity	#	%, '17	%, '16	Opportunity	#	%, '17	%, '16	Opportunity	#	%, '17	%, '16	Opportunity	#	%, '17	%, '16
1	26,637	19,742	74.1%	72.1%	1,460	489	33.5%	30.4%	1,557	273	17.5%	16.2%	29,654	20,504	69.1%	67.2%
2	23,278	17,484	75.1%	72.6%	1,352	481	35.6%	33.6%	1,228	231	18.8%	24.2%	25,858	18,196	70.4%	68.5%
3	22,789	16,554	72.6%	70.5%	1,790	682	38.1%	36.9%	1,942	369	19.0%	18.6%	26,521	17,605	66.4%	64.2%
4	16,700	12,372	74.1%	71.2%	1,518	595	39.2%	37.3%	1,231	261	21.2%	19.3%	19,449	13,228	68.0%	65.2%
5	22,071	15,812	71.6%	69.5%	1,415	519	36.7%	32.6%	1,546	309	20.0%	17.4%	25,032	16,640	66.5%	63.6%
6	44,365	32,277	72.8%	70.8%	2,168	779	35.9%	31.7%	2,517	548	21.8%	19.3%	49,050	33,604	68.5%	66.0%
R 1-6	155,840	114,241	73.3%	71.1%	9,703	3,545	36.5%	33.6%	10,021	1,991	19.9%	18.9%	175,564	119,777	68.2%	65.9%
7	12,491	8,598	68.8%	64.7%	1,520	642	42.2%	37.5%	1,045	255	24.4%	20.8%	15,056	9,495	63.1%	58.5%
8	52,665	31,846	60.5%	58.7%	8,986	3,399	37.8%	34.1%	7,796	1,317	16.9%	16.5%	69,447	36,562	52.6%	50.9%
9	9,116	4,284	47.0%	42.3%	1,079	375	34.8%	31.1%	5,306	527	9.9%	10.4%	15,501	5,186	33.5%	31.0%
10	66,857	37,135	55.5%	56.1%	13,089	3,213	24.5%	24.8%	29,577	2,265	7.7%	7.0%	109,523	42,613	38.9%	39.3%
R 7-10	141,129	81,863	58.0%	56.9%	24,674	7,629	30.9%	29.6%	43,724	4,364	10.0%	9.7%	209,527	93,856	44.8%	44.2%
TOTAL	296,969	196,104	66.0%	64.6%	34,377	11,174	32.5%	30.8%	53,745	6,355	11.8%	11.7%	385,091	213,633	55.5%	54.5%

You can help improve higher grade retention in your Section by promoting Senior Member elevation, or by providing events and content that match your member's needs and interests. Get to know your members – there are predefined queries in SAMIEE that can help you do this.

					First-Y	<mark>'ear</mark> Mem	ber Ren	ewal/Re	etention -	January	/ 2017					
	+	IIGHER GRA	DE w/o GSN	Λ		GRADUATE	STUDENTS		UNDERGRADUATE STUDENTS					TOTAL M	EMBERS	
REGION	On mantum itu		Renewal		Om manteun itu		Renewal		Om manteum its		Renewal				Renewal	
	Opportunity	#	%, '17	%, '16	Opportunity	#	%, '17	%, '16	Opportunity	#	%, '17	%, '16	Opportunity	#	%, '17	%, '16
1	1,750	432	24.7%	27.2%	652	136	20.9%	17.2%	1,217	168	13.8%	11.3%	3,619	736	20.3%	20.3%
2	1,437	377	26.2%	26.4%	576	123	21.4%	21.0%	902	119	13.2%	17.2%	2,915	619	21.2%	22.9%
3	1,756	471	26.8%	23.6%	758	183	24.1%	22.1%	1,485	213	14.3%	12.3%	3,999	867	21.7%	19.0%
4	1,291	330	25.6%	25.2%	685	168	24.5%	21.3%	929	162	17.4%	13.8%	2,905	660	22.7%	20.5%
5	1,820	471	25.9%	27.2%	591	131	22.2%	17.2%	1,191	184	15.4%	10.8%	3,602	786	21.8%	19.6%
6	3,050	858	28.1%	27.8%	905	177	19.6%	17.3%	1,895	350	18.5%	14.4%	5,850	1,385	23.7%	21.5%
R 1-6	11,104	2,939	26.5%	26.4%	4,167	918	22.0%	1 9.2 %	7,619	1,196	15.7%	13.1%	22,890	5,053	22.1%	•
7	1,286	352	27.4%	25.8%	630	168	26.7%	22.3%	718	124	17.3%	14.0%	2,634	644	24.4%	21.5%
8	6,435	1,297	20.2%	20.5%	4,417	1,053	23.8%	21.1%	6,063	708	11.7%	11.5%	16,915	3,058	18.1%	17.5%
9	1,600	234	14.6%	13.9%	508	98	19.3%	15.6%	4,052	246	6.1%	6.6%	6,160	578	9.4%	9.3%
10	16,576	3,847	23.2%	18.8%	8,514	1,320	15.5%	15.1%	25,101	1,566	6.2%	5.4%	50,191	6,733	13.4%	10.8%
R 7-10	25,897	5,730	22.1%	19.3%	14,069	2,639	18.8%	17.5%	35,934	2,644	7.4%	6.9%	75,900	11,013	14.5%	12.8%
TOTAL	37,001	8,669	23.4%	21.8%	18,236	3,557	19.5%	17.9%	43,553	3,840	8.8%	8.1%	98,790	16,066	16.3%	14.8%



MD Volunteer Tools for Arrears Recovery

MD Volunteers have access to SAMIEEE, which provides a list of members who have not renewed their membership—updated daily. Additionally, Volunteers are free to use the letter template (right), or develop their own unique message to encourage continued membership.

SAMIEEE DATA / PRE-DEFINED QUERIES

SAMIEEE provides pre-defined queries, to isolate the names and contact information of members in arrears.

MD folder:

(MD) "2016 Last Renewal Year for Active Members"(MD) "First Year Members Not Renewed"

MGA Staff-Initiated Campaigns

'Last Issue' Cover Wrap



As is customarv with many magazines, a cover informs wrapper readers their last issue has arrived, and they need to take action to renew. The March of IEEE issue Spectrum will carry a full page cover wrap for all members who have

not renewed their membership.

E-Mail Reminders

SAMPLE LETTER ARREARS RECOVERY

< customized to the Section >

Dear < member >,

As an IEEE member in 2016, you have helped the IEEE < Section > serve your local community, and I want to thank you for your support. We take seriously our mission and obligation to raise awareness about the role that engineering and technology can play in making our world a better place. In that spirit, the IEEE < Section / Chapter > sponsored several worthwhile activities in 2016, including:

- < Section / Chapter activity >
- < Section / Chapter activity >
- < Section / Chapter activity >

During a recent review of our membership, I noticed your name missing from our list of current members. With the busy pace of everyday life, perhaps this was a simple oversight.

Because you make a difference, I am seeking your membership renewal and support again in 2017 – the good deeds we deliver to our community depend on it. You can renew your IEEE membership at www.ieee.org/renew.

Thank you for your time, and continued consideration to support the activities of the IEEE < Section / Chapter >. If you have already renewed, we thank you for your support.

Let me know how I can be of any assistance.

Sincerely, < Name > Chair, IEEE < Section / Chapter > < e-mail address >

P.S. Your renewal consideration during tough economic times is greatly appreciated. If you have become unemployed, IEEE will help by discounting your annual membership dues 50%.

Beginning in March through June, the MD staff sends several messages to members in arrears asking them to renew their membership. Special emphasis is being placed on the career-related resources IEEE offers to its members.

Final Print Notice Mailing

A final arrears invoice will mail in early April to all unrenewed HG members worldwide.

Courtesy Calls

The IEEE Contact Center outreaches to HG members in arrears, March through June, to augment the recovery effort.



Recruitment Update

The decline in overall recruitment that we've seen since the third quarter of 2016 is starting to reverse its trend. While the large gains in Region 10 last year are working against an overall improvement this year, there were some nice gains made in January. Recruitment is behind last year by -0.5%, shaving a large part of the -3.9% deficit of last month. In fact, the month of January saw the highest recruitment counts since 2014. Here is how each of the three categories impacted the overall result in January:

- Undergraduate recruitment is up +2.0% pulling ahead of -2.2% last month
 - Region 6 and Region 9 maintaining double digit percentage gains.
 - Last year at this time: undergraduate recruitment was +1.4%
- **Graduate student recruitment** is now ahead as well by +0.7%, from -0.5% last month
 - Though Region 10 is the impetus, Regions 1-6 cut deficit in half from last month.
 - Last year at this time: graduate student recruitment was +1.9%
 - Higher Grade recruitment is behind -9.5%, improved from -13.7% last month
 - Record recruitment in Region 10 last year making positive gains this year a challenge, though Regions 1-6 also cut their higher grade deficit in half.
 - Last year at this time: higher grade recruitment was +9.5%.

Sections are encouraged to promote the Member-Get-a-Member referral program to existing members, especially within the student branches in your Section. Need help or ideas? E-mail <u>elyn.perez@ieee.org</u>.

		-				Cumula	ative Red	cruitment	t - Janua	ry 2017	-					
REGION	н	IIGHER GRA	DE w/o GSM	ls		GRADUATE	STUDENTS		UN	DERGRADU	ATE STUDE	NTS		TOTAL M	IEMBERS	
REGION	2017	2016	Cha	inge			2017	2016	Cha	ange	2017	2016	Cha	ange		
			#	%			#	%			#	%			#	%
1	372	367	5	1.4%	338	350	(12)	-3.4%	806	985	(179)	-18.2%	1,516	1,702	(186)	-10.9%
2	257	304	(47)	-15.5%	276	289	(13)	-4.5%	527	617	(90)	-14.6%	1,060	1,210	(150)	-12.4%
3	303	364	(61)	-16.8%	375	354	21	5.9%	982	1,023	(41)	-4.0%	1,660	1,741	(81)	-4.7%
4	230	253	(23)	-9.1%	299	329	(30)	-9.1%	612	668	(56)	-8.4%	1,141	1,250	(109)	-8.7%
5	380	384	(4)	-1.0%	330	310	20	6.5%	873	939	(66)	-7.0%	1,583	1,633	(50)	-3.1%
6	762	750	12	1.6%	493	588	(95)	-16.2%	1,622	1,338	284	21.2%	2,877	2,676	201	7.5%
R 1-6	2,304	2,422	(118)	-4.9%	2,111	2,220	(109)	-4.9%	5,422	5,570	(148)	-2.7%	9,837	10,212	(375)	-3.7%
7	284	280	4	1.4%	309	313	(4)	-1.3%	578	567	11	1.9%	1,171	1,160	11	0.9%
8	1,281	1,277	4	0.3%	1,771	2,213	(442)	-20.0%	3,982	4,000	(18)	-0.5%	7,034	7,490	(456)	-6.1%
9	334	332	2	0.6%	245	242	3	1.2%	1,724	1,434	290	20.2%	2,303	2,008	295	14.7%
10	2,310	2,884	(574)	-19.9%	3,911	3,302	609	18.4%	10,566	10,271	295	2.9%	16,787	16,457	330	2.0%
R 7-10	4,209	4,773	(564)	-11.8%	6,236	6,070	166	2.7%	16,850	16,272	578	3.6%	27,295	27,115	180	0.7%
TOTAL	6,513	7,195	(682)	-9.5%	8,347	8,290	57	0.7%	22,272	21,842	430	2.0%	37,132	37,327	(195)	-0.5%

IEEE-USA Recruitment Incentive



In an effort to increase US higher-grade membership, IEEE-USA and MGA have partnered on a campaign that builds on the existing Member-Get-a-Member program.

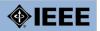


Higher-grade members in the US are eligible to submit referrals through a special online form. An automated email invites the referral to join and offers a US\$25 discount on their first year (16 August - 28 February), or to join at the special half year dues rate (1 March – 15 August). For

each successful new recruit, the referring member can select an IEEE-USA branded merchandise item including a hat, cooler, backpack, golf balls, pen sets, portable charger, tablet case, umbrella and more.

MGA promotes the program in the monthly Benefits Bulletin, and <u>Sections and Regions should promote the program</u> on their own website. For more information on how to do this, contact Elyn Perez, <u>elyn.perez@ieee.org</u>.

	2017 To Date	2016 Total	2015 Total	2014 Total	Program To Date
Referrals Submitted	295	1,094	941	1,240	3,570
Referrals Joined	130	475	224	397	1,226
% of Referrals Joined	44.0%	43.4%	23.8%	32.0%	34.3%
# New US HG Members	78	377	168	295	918



Recruiters of the Month – Member-Get-a-Member (MGM) Program

www.ieee.org/mgm

We are pleased to recognize this month's top program participants. The IEEE Member-Get-a-Member (MGM) program is popular with student members and therefore the program results often ebb and flow with the academic school year.

Sriram M	R10, Bangalore Section	43 new members	Rajiv M N	R10, Bangalore Section	14 new members
	Conton	40 new members		R10, Bangalore	I THEW MICHIDEIS
Aathira M M	R10, Kerala Section	30 new members	Prince Verma	Section	14 new members
	R10, Madras			R10, Bangalore	
Dominic Mathew	Section	26 new members	Prajna YM	Section	14 new members
	R10, Hyderabad				
Pavan Krishna G	Section	24 new members	Aiswarya S	R10, Kerala Section	13 new members
	R10, Bangalore			R10, Bangalore	
Akshay Krishnan	Section	22 new members	Anusha I S	Section	13 new members
	R10, Bangalore				
Vivek Keshava	Section	22 new members	Gedela Vivek	R10, Kerala Section	13 new members
Sudhanva	R10, Hyderabad		Anoon Courdo	R10, Bangalore	
Acharya B	Section B10 Modrop	20 new members	Anoop Gowda Chowdhury	Section B10 Bangladash	13 new members
Pamitha P	R10, Madras Section	20 new members	Hossain	R10, Bangladesh Section	12 new members
Diana Briceno	R9, Colombia	20 new members	11055a111	R10, Bangalore	12 Hew Members
Rodriguez	Section	19 new members	Shivani Nayak	Section	12 new members
ite angue			en rayan	R10, Kolkata	
Krishnadev I L	R10, Kerala Section	19 new members	Komal Kumari	Section	11 new members
Balakrishna	R10, Hyderabad		Rudramma D	R10, Bangalore	
Vagvala	Section	19 new members	Chulki	Section	11 new members
			Frey Paul Chambi		
Romy Byju	R10, Kerala Section	18 new members	Vilcapaza	R9, Peru Section	11 new members
Aishwarya	R10, Hyderabad		Fatimah Abd	R10, Malaysia	
Madankollan	Section	18 new members	Rahman	Section	10 new members
Sushma	R10, Hyderabad	10	Rahul Anand	R10, Bangalore	10
Guntupalli Abhiram	Section R10, Hyderabad	18 new members	Nayanegali	Section R10, Bangalore	10 new members
Thumpudi	Section	18 new members	Aishwarya Joisa	Section	10 new members
Venkatesh	R10, Hyderabad	TO HEW INCIDEIS	Alsilwalya oolsa	R10, Hyderabad	TO HEW MICHIDEIS
Gudivada	Section	17 new members	Rakshantha Reddy	Section	10 new members
	R10, Bangalore		,	R10, Hyderabad	
Yeshwanth K T	Section	15 new members	Shivam Mundada	Section	10 new members
Manisha Vincy	R10, Kerala Section	14 new members	Nived V	R10, Kerala Section	10 new members
•					

2017 MGM Recruits YTD: 8,408 new members* Same period last year: 8,230* Year-over-year: +2.1%

*Eligible referrals under the program rules.





M	embership by Region	Jan '17	• e-Members are included in the higher-grade counts of Regions 3, 8, 9, and 10. Green shading – year-over-year growth >1.0%: Yellow shading – $\frac{1}{2}$.0.99%: Red shading > (1.0%)
			Green shading = year-over-year growth >1.0%; Yellow shading = $\pm/-0.99\%$; Red shading > (1.0%)

						Total	IEEE M	embers	ship - Ja	anuary	2017			-		
REGION	Н	igher-Grad	de w/o GS	М		Graduate	Students		Un	dergradua	ate Stude	nts		TOTAL M	EMBERS	
REGION	2017 2016 Change		2017	2016	Cha	inge	2017	2016	Change		2017	2016				
			#	%			#	%			#	%			#	%
1	27,306	28,230	(924)	-3.3%	1,946	2,080	(134)	-6.4%	2,470	2,601	(131)	-5.0%	31,722	32,911	(1,189)	-3.6%
2	23,688	24,671	(983)	-4.0%	1,753	1,861	(108)	-5.8%	1,813	1,887	(74)	-3.9%	27,254	28,419	(1,165)	-4.1%
3	23,396	23,929	(533)	-2.2%	2,365	2,345	20	0.9%	3,066	3,339	(273)	-8.2%	28,827	29,613	(786)	-2.7%
4	17,053	17,561	(508)	-2.9%	1,963	1,991	(28)	-1.4%	1,901	2,116	(215)	-10.2%	20,917	21,668	(751)	-3.5%
5	22,785	23,537	(752)	-3.2%	1,898	1,928	(30)	-1.6%	2,555	3,001	(446)	-14.9%	27,238	28,466	(1,228)	-4.3%
6	46,278	47,398	(1,120)	-2.4%	2,929	3,292	(363)	-11.0%	4,326	4,464	(138)	-3.1%	53,533	55,154	(1,621)	-2.9%
R 1-6	160,506	165,326	(4,820)	-2.9%	12,854	13,497	(643)	-4.8%	16,131	17,408	(1,277)	-7.3%	189,491	196,231	(6,740)	-3.4%
7	12,894	13,418	(524)	-3.9%	1,978	2,143	(165)	-7.7%	1,696	1,837	(141)	-7.7%	16,568	17,398	(830)	-4.8%
8	54,653	55,411	(758)	-1.4%	11,395	12,083	(688)	-5.7%	12,127	11,692	435	3.7%	78,175	79,186	(1,011)	-1.3%
9	9,680	10,383	(703)	-6.8%	1,434	1,396	38	2.7%	7,287	7,034	253	3.6%	18,401	18,813	(412)	-2.2%
10	70,380	64,022	6,358	9.9%	17,787	15,910	1,877	11.8%	40,596	36,375	4,221	11.6%	128,763	116,307	12,456	10.7%
R 7-10	147,607	143,234	4,373	3.1%	32,594	31,532	1,062	3.4%	61,706	56,938	4,768	8.4%	241,907	231,704	10,203	4.4%
TOTAL	308,113	308,560	(447)	-0.1%	45,448	45,029	419	0.9%	77,837	74,346	3,491	4.7%	431,398	427,935	3,463	0.8%

• Overall membership is ahead +0.8% YoY

- o Was +0.5% last month
- o Main drivers: Improving recruitment and reinstatement activity
- Last year this time was -1.3%
- Higher-grade membership behind by just -0.1%, slightly better than -0.2% last month
 - o Main driver: Recruitment declines showed improvement in almost all regions, especially in US regions
 - Last year overall HG was -0.8%
- GSM grade is positive +0.9%, up from +0.7%
 - o Main driver: Recruitment improving, now ahead YoY
 - Last year this time was -5.7%
- STU membership is up +4.7% YoY, grew from +3.6% last month
 - o Main driver: Recruitment turned positive; student reinstatement activity is higher
 - o Last year this time was -0.6%

Society Memberships

<u>Color Key:</u> Green shading = year-over-year growth >1.0%; Yellow shading = +/- 0.99%; Red shading > (1.0%)

IEEE Society Membership Totals as of January 2017																				
SOCIETY / DIVISION		ner Grade Ibers	Cha	ange		tudent ibers	Cha	nge		iety iates	Cha	inge	Society (with af		Cha	inge	Society (without		Cha	nge
IEEE Societies	2017	2016	#	%	2017	2016	#	%	2017	2016	#	%	2017	2016	#	%	2017	2016	#	%
DIVISION I																				
Circuits & Systems	9,655	9,395	260	2.8%	528	546	-18	-3.3%	45	49	-4	-8.2%	10,228	9,990	238	2.4%	10,183	9,941	242	2.4%
Electron Devices	9,907	9,642	265	2.7%	500	457	43	9.4%	55	50	5	10.0%	10,462	10,149	313	3.1%	10,407	10,099	308	3.0%
Solid-State Circuits	9,847	9,745	102	1.0%	307	229	78	34.1%	103	107	-4	-3.7%	10,257	10,081	176	1.7%	10,154	9,974	180	1.8%
Div I Subtotal	29,409	28,782	627	2.2%	1,335	1,232	103	8.4%	203	206	-3	-1.5%	30,947	30,220	727	2.4%	30,744	30,014	730	2.4%
DIVISION II																		0		
Components, Packaging & Mfg Tech	2,346	2,386	-40	-1.7%	39	53	-14	-26.4%	31	27	4	14.8%	2,416	2,466	-50	-2.0%	2,385	2,439	-54	-2.2%
Dielectrics & Electrical Insulation	2,053	2,073	-20	-1.0%	26	16	10	62.5%	28	27	1	3.7%	2,107	2,116	-9	-0.4%	2,079	2,089	-10	-0.5%
Industry Applications	10,945	10,976	-31	-0.3%	2,715	1,848	867	46.9%	50	45	5	11.1%	13,710	12,869	841	6.5%	13,660	12,824	836	6.5%
Instrumentation & Measurements	3,679	3,861	-182	-4.7%	105	95	10	10.5%	20	15	5	33.3%	3,804	3,971	-167	-4.2%	3,784	3,956	-172	-4.3%
Power Electronics	7,854	7,679	175	2.3%	558	553	5	0.9%	21	32	-11	-34.4%	8,433	8,264	169	2.0%	8,412	8,232	180	2.2%
Ultrasonics, Ferroelectrics, Freq Ctrl	2,218	2,183	35	1.6%	68	55	13	23.6%	50	41	9	22.0%	2,336	2,279	57	2.5%	2,286	2,238	48	2.1%
Div II Subtotal	29,095	29,158	-63	-0.2%	3,511	2,620	891	34.0%	200	187	13	7.0%	32,806	31,965	841	2.6%	32,606	31,778	828	2.6%
DIVISION III																				
Communications	27,557	28,580	-1,023	-3.6%	928	876	52	5.9%	450	1,084	-634	-58.5%	28,935	30,540	-1,605	-5.3%	28,485	29,456	-971	-3.3%
DIVISION IV																				
Antennas & Propagation	8,471	8,523	-52	-0.6%	246	283	-37	-13.1%	57	54	3	5.6%	8,774	8,860	-86	-1.0%	8,717	8,806	-89	-1.0%
Broadcast Technology	1,609	1,617	-8	-0.5%	58	47	11	23.4%	26	21	5	23.8%	1,693	1,685	8	0.5%	1,667	1,664	3	0.2%
Consumer Electronics	2,765	2,931	-166	-5.7%	144	135	9	6.7%	20	22	-2	-9.1%	2,929	3,088	-159	-5.1%	2,909	3,066	-157	-5.1%
Electromagnetic Compatibility	3,690	3,859	-169	-4.4%	50	52	-2	-3.8%	43	36	7	19.4%	3,783	3,947	-164	-4.2%	3,740	3,911	-171	-4.4%
Magnetics	2,812	2,989	-177	-5.9%	58	80	-22	-27.5%	71	86	-15	-17.4%	2,941	3,155	-214	-6.8%	2,870	3,069	-199	-6.5%
Microwave Theory & Techniques	10,643	10,901	-258	-2.4%	305	322	-17	-5.3%	32	33	-1	-3.0%	10,980	11,256	-276	-2.5%	10,948	11,223	-275	-2.5%
Nuclear & Plasma Sciences	2,826	2,865	-39	-1.4%	95	75	20	26.7%	45	45	0	0.0%	2,966	2,985	-19	-0.6%	2,921	2,940	-19	-0.6%
Div IV Subtotal	32,816	33,685	-869	-2.6%	956	994	-38	-3.8%	294	297	-3	-1.0%	34,066	34,976	-910	-2.6%	33,772	34,679	-907	-2.6%
DIVISION V/VIII																				
Computer	43,861	42,623	1,238	2.9%	4,442	3,569	873	24.5%	7,587	8,645	-1,058	-12.2%	55,890	54,837	1,053	1.9%	48,303	46,192	2,111	4.6%

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<u>Color Key:</u> **Green** shading = year-over-year growth >1.0%; **Yellow** shading = +/- 0.99%; **Red** shading > (1.0%)

IEEE Society Membership Totals as of January 2017																				
SOCIETY / DIVISION		ner Grade nbers	Cha	ange	IEEE S		Cha		Soc			inge	Society (with at		Cha	inge		y Totals affiliates)	Cha	nge
IEEE Societies	2017	2016	#	%	2017	2016	#	%	2017	2016	#	%	2017	2016	#	%	2017	2016	#	%
DIVISION VI																				
Education	3,223	3,268	-45	-1.4%	67	93	-26	-28.0%	42	41	1	2.4%	3,332	3,402	-70	-2.1%	3,290	3,361	-71	-2.1%
Industrial Electronics	6,557	6,303	254	4.0%	282	284	-2	-0.7%	30	29	1	3.4%	6,869	6,616	253	3.8%	6,839	6,587	252	3.8%
Product Safety Engineering	782	798	-16	-2.0%	37	3	34	1133.3%	13	11	2	18.2%	832	812	20	2.5%	819	801	18	2.2%
Professional Communication	631	670	-39	-5.8%	23	18	5	27.8%	56	51	5	9.8%	710	739	-29	-3.9%	654	688	-34	-4.9%
Reliability	1,654	1,759	-105	-6.0%	18	28	-10	-35.7%	26	29	-3	-10.3%	1,698	1,816	-118	-6.5%	1,672	1,787	-115	-6.4%
Social Implications of Technology	1,423	1,403	20	1.4%	86	30	56	186.7%	24	15	9	60.0%	1,533	1,448	85	5.9%	1,509	1,433	76	5.3%
Technology and Engineering Mgmt	2,780	2,833	-53	-1.9%	78	74	4	5.4%	38	35	3	8.6%	2,896	2,942	-46	-1.6%	2,858	2,907	-49	-1.7%
Div VI Subtotal	17,050	17,034	16	0.1%	591	530	61	11.5%	229	211	18	8.5%	17,870	17,775	95	0.5%	17,641	17,564	77	0.4%
DIVISION VII																				
Power & Energy	30,681	30,087	594	2.0%	5,670	4,503	1,167	25.9%	462	370	92	24.9%	36,813	34,960	1,853	5.3%	36,351	34,590	1,761	5.1%
DIVISION IX																				
Aerospace & Electronic Systems	4,387	4,398	-11	-0.3%	248	262	-14	-5.3%	27	28	-1	-3.6%	4,662	4,688	-26	-0.6%	4,635	4,660	-25	-0.5%
Geoscience & Remote Sensing	3,441	3,368	73	2.2%	149	125	24	19.2%	179	217	-38	-17.5%	3,769	3,710	59	1.6%	3,590	3,493	97	2.8%
Information Theory	3,072	3,246	-174	-5.4%	86	73	13	17.8%	27	30	-3	-10.0%	3,185	3,349	-164	-4.9%	3,158	3,319	-161	-4.9%
Intelligent Transportation Systems	1,552	1,473	79	5.4%	50	39	11	28.2%	22	25	-3	-12.0%	1,624	1,537	87	5.7%	1,602	1,512	90	6.0%
Oceanic Engineering	1,699	1,766	-67	-3.8%	74	53	21	39.6%	32	29	3	10.3%	1,805	1,848	-43	-2.3%	1,773	1,819	-46	-2.5%
Signal Processing	16,227	17,103	-876	-5.1%	990	1,498	-508	-33.9%	212	190	22	11.6%	17,429	18,791	-1,362	-7.2%	17,217	18,601	-1,384	-7.4%
Vehicular Technology	4,166	4,084	82	2.0%	125	127	-2	-1.6%	20	30	-10	-33.3%	4,311	4,241	70	1.7%	4,291	4,211	80	1.9%
Div IX Subtotal	34,544	35,438	-894	-2.5%	1,722	2,177	-455	-20.9%	519	549	-30	-5.5%	36,785	38,164	-1,379	-3.6%	36,266	37,615	-1,349	-3.6%
DIVISION X																				
Computational Intelligence	6,319	6,585	-266	-4.0%	382	613	-231	-37.7%	87	84	3	3.6%	6,788	7,282	-494	-6.8%	6,701	7,198	-497	-6.9%
Control Systems	8,476	8,735	-259	-3.0%	295	315	-20	-6.3%	88	75	13	17.3%	8,859	9,125	-266	-2.9%	8,771	9,050	-279	-3.1%
Engineering in Medicine & Biology	8,911	9,090	-179	-2.0%	1,213	1,678	-465	-27.7%	663	981	-318	-32.4%	10,787	11,749	-962	-8.2%	10,124	10,768	-644	-6.0%
Photonics	5,952	5,748	204	3.5%	106	108	-2	-1.9%	201	180	21	11.7%	6,259	6,036	223	3.7%	6,058	5,856	202	3.4%
Robotics & Automation	11,234	10,999	235	2.1%	2,654	2,368	286	12.1%	149	133	16	12.0%	14,037	13,500	537	4.0%	13,888	13,367	521	3.9%
Systems, Man & Cybernetics	4,358	4,365	-7	-0.2%	159	207	-48	-23.2%	38	44	-6	-13.6%	4,555	4,616	-61	-1.3%	4,517	4,572	-55	-1.2%
Div X Subtotal	45,250	45,522	-272	-0.6%	4,809	5,289	-480	-9.1%	1,226	1,497	-271	-18.1%	51,285	52,308	-1,023	-2.0%	50,059	50,811	-752	-1.5%
TOTAL	290,263	290,909	-646	-0.2%	23,964	21,790	2,174	10.0%	11,170	13,046	-1,876	-14.4%	325,397	325,745	-348	-0.1%	314,227	312,699	1,528	0.5%





Women in Engineering (WIE)

Jan '17

	This Month	This Month	Year-ov	ver-Year		Desien	This	This	Year-ov	ver-Year
Grade	'17	'16	#	%		Region	Month 17	Month 16	#	%
Honorary	107	102	5		U.S.		3,480	3,445	35	1.0%
Fellow	729	652	77	11.8%		Canada	424	397	27	6.8%
Senior Member	4340	3976	364	9.2%		_	424	397	21	0.0%
Member	107	129	(22)	-17.1%		Europe,				
Associate Member	2428	2149	279	13.0%		Middle East,				
Graduate Student	13771	11476	2,295	20.0%		Africa	3,442	3,062	380	12.4%
Student	21482	18484	2,998	16.2%		Latin America	2,782	2,640	142	5.4%
Total	20,379	17,554	2,825	16.1%						
						Asia & Pacific	11,354	8,940	2,414	27.0%
						Total	21,482	18,484	2,998	16.2%

IEEE Women in Engineering (WIE) membership is only available to IEEE members. WIE membership is free for students, graduate students and life members. Professional members pay a WIE membership fee.

IEEE STANDARDS ASSOCIATION

IEEE Standards	s Association				Jan '17	
Grade	This Month	'17	This Month	'16	Year-ov #	ver-Year %
Student		42		55	(13)	-23.6%
Higher-Grade		6,383		6,275	108	1.7%
Affiliate		64		67	(3)	-4.5%
Total		6,489		6,397	92	1.4%

IEEE Standards Association members (SA members) may also be IEEE members or Society Affiliates. However IEEE or Society membership is not a requirement to join. These individuals join the Standards Association for the benefit of being able to ballot on standards projects and assume leadership roles within a working group.





Membership in IEEE Young Professionals is automatically given to Graduate Students and higher grade members within 15 years of receiving their first professional degree, and higher grade members beyond 15 years who wish to opt in, at no additional cost.

	Geogra	ohic IEE	E Young Pro	ofession	als Mem	bership -	January	2017	
Region	Highe	r Grade w	/o GSM		Students			Total	
	2017	2016	% change	2017	2016	% change	2017	2016	% change
1	3,895	4,108	-5.2%	1,851	1,997	-7.3%	5,746	6,105	-5.9%
2	3,234	3,648	-11.3%	1,665	1,790	-7.0%	4,899	5,438	-9.9%
3	3,715	4,220	-12.0%	2,237	2,231	0.3%	5,952	6,451	-7.7%
4	3,085	3,438	-10.3%	1,851	1,912	-3.2%	4,936	5,350	-7.7%
5	3,851	4,384	-12.2%	1,795	1,835	-2.2%	5,646	6,219	-9.2%
6	7,353	8,049	-8.6%	2,799	3,160	-11.4%	10,152	11,209	-9.4%
R 1-6	25, 133	27,847	-9.7%	12, 198	12,925	-5.6%	37,331	40,772	-8.4%
7	2,946	3,367	-12.5%	1,887	2,052	-8.0%	4,833	5,419	-10.8%
8	15,446	16,782	-8.0%	10,972	11,662	-5.9%	26,418	28,444	-7.1%
9	3,218	3,776	-14.8%	1,416	1,330	6.5%	4,634	5,106	-9.2%
10	18,383	19,502	-5.7%	17,189	15,311	12.3%	35,572	34,813	2.2%
R 7-10	39,993	43,427	-7.9%	31,464	30,355	3.7%	71,457	73,782	-3.2%
TOTAL	65,126	71,274	-8.6%	43,662	43,280	0.9%	108,788	114,554	-5.0%



ETA KAPPA NU

Electrical and Computer Engineering Honor Society

Active IEEE Members that belong to Eta Kappa Nu:

		Geogr	aphic IEEI	E HKN M	embersh	ip - Janua	ry 2017		
Region	Higher	Grade w/	o GSM		Students			Total	
	2017	2016	% change	2017	2016	% change	2017	2016	% change
1	1,256	1,232	1.9%	583	504	15.7%	1,839	1,736	5.9%
2	1,186	1,177	0.8%	450	455	-1.1%	1,636	1,632	0.2%
3	1,249	1,216	2.7%	566	702	-19.4%	1,815	1,918	-5.4%
4	920	920	0.0%	519	607	-14.5%	1,439	1,527	-5.8%
5	1,314	1,289	1.9%	557	641	-13.1%	1,871	1,930	-3.1%
6	1,672	1,630	2.6%	814	819	-0.6%	2,486	2,449	1.5%
R 1-6	7,597	7,464	1.8%	3,489	3,728	-6.4%	11,086	11,192	-0.9%
7	36	39	-7.7%	7	14	-50.0%	43	53	-18.9%
8	87	85	2.4%	36	38	-5.3%	123	123	0.0%
9	54	58	-6.9%	53	103	-48.5%	107	161	-33.5%
10	131	106	23.6%	91	98	-7.1%	222	204	8.8%
R 7-10	308	288	6.9%	187	253	-26.1%	495	541	-8.5%
TOTAL	7,905	7,752	2.0%	3,676	3,981	-7.7%	11,581	11,733	-1.3%