



MD Monthly—AUGUST 2017

Membership Development Report

This report is issued monthly on behalf of the IEEE Member & Geographic Activities Board. Source data is IEEE membership statistics.

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Monthly Snapshot	YoY Variance		Aug '17	Aug '16	Jul '17	Aug'17 vs. Jul '17	
IEEE Membership		-6,893	-1.8%	379,645	386,538	372,136	+2.0%
Honorary		2	+6.3%	34	32	30	13.3%
Fellow		128	+1.7%	7,495	7,367	7,487	0.1%
Senior Member		1,268	+3.2%	40,581	39,313	40,399	0.5%
Member		-10,465	-4.3%	234,904	245,369	219,650	6.9%
Associate Member		-971	-12.3%	6,932	7,903	5,964	16.2%
Graduate Student		-519	-1.6%	32,277	32,796	38,839	-16.9%
Undergraduate Student		3,664	+6.8%	57,422	53,758	59,767	-3.9%
Society Membership		-5,123	-1.7%	295,330	300,453	291,384	+1.3%
16 Societies up > 1%		6,087	Societies Note: Sum of respective gains and losses, with all counts excluding Affiliates. Including Affiliates, total Society memberships are down year-over-year by -6,017 or -1.9%.				
2 Societies +/- 1%		-75					
21 Societies down > 1%		-11,135					

MD Channel	2017 Membership Year End (August)								
	'17	'16	'15	'14		'17	'16	'15	'14
Retention (Rate and Count)	68.7% 264,752	70.0% 266,781	70.4% 273,492	70.7% 277,496	Recruitment	93,962	98,777	89,072	92,282
Higher-Grade	78.3% 230,530	79.3% 232,977	79.9% 238,469	80.7% 239,843	Reinstatement	18,998	19,049	18,171	17,558
STU/GSM	37.7% 34,222	38.7% 33,804	38.9% 35,023	39.5% 37,653	Recovery (subset of retention)	26,741	24,605	28,919	24,942

MD Calendar	Recruitment Activities	Retention Activities
October	<p>Promote: New members joining in October get 15 months for the price of 12.</p> <p>Events: IEEE Day—3 October IEEE Xtreme Programming Competition—14 October</p>	<p>Member-Get-a-Member referral awards will be sent to eligible recruiters in late September, to use toward their 2018 renewal.</p> <p>Auto-renewal takes place the second week in October for all members who are enrolled.</p>
November	<p>Promote: New members joining in November get 14 months for the price of 12.</p> <p>Events: IEEE Day—3 October IEEE Xtreme Programming Competition—14 October</p>	<p>2018 Renewal – Monitor renewals in your Section via the Section Vitality Dashboard or SAMIEEE. Schedule a personal renewal outreach through vTools.</p> <p>15 November—Early renewal drawing deadline; all renewed members by this date are eligible to win one of five Apple Watches. See www.ieee.org/renew</p>



Links to all Membership Development resources are on the MD Portal at www.ieee.org/md



August MD Highlights

IEEE Membership

August marks the official end of the 2017 membership year. We ended the year with a year-over-year decline in membership of 6,893 members or negative 1.8%. Last year at this time we were enjoying the first membership growth gains in many years. That was due to the higher grade recruitment anomaly in Region 10 last year, that simply did not occur this year. In fact, the recruitment decline we are seeing is almost exactly equivalent to the gain we saw last year (more on page 8). In addition, this anomaly impacted retention this year as well, since those newly recruited members from last year have a much less likely likelihood of renewing in their second year. This is a prevailing trend not just within IEEE but one shared by every membership association. We need to have consistent performance in recruiting new members, as well as tactics to effectively engage our current members, for the membership cycle to reverse itself and return to growth. We now know that the renewal opportunity going in to the 2018 membership year will be smaller because of these compounding factors.

Recruitment

The membership year ended with overall recruitment down -4.9%. We saw this decline peak in June, and has subsided every month since then. As has been stated, when you take the 2016 record out of the comparison the longer term trend (see chart, page 1) shows that recruitment is ahead of all previous years.

See more detail on recruitment, page 8.

Retention

Renewal activity had a strong finish to the end of the membership year, improving the gap but not enough to have positive retention growth. Undergraduate retention actually increased year-over-year—something we have not seen in any recent year. The year-over-year retention gap was 0.3%, and improved from 0.9% last month. We saw record arrears recovery activity this year, meaning the trend of more members renewing later seems to be growing. Looking at the long term trend, the retention percentage has declined by roughly the same margin every year (see chart, page 1).

See more detail on retention, page 7.

Communicate the value of membership. In advance of the 2018 renewal season, take time to remind your members about the value they get from being a member in your Section. There are many ideas that are easy to implement. Need help or ideas? Contact elyn.perez@ieee.org, or visit the MD portal, www.ieee.org/md.

Society Membership

Overall Society memberships ended the membership year down -1.7% following -1.5% last month. The top Societies in terms of percentage growth for the 2017 membership year (and second month in a row) are: Systems, Man & Cybernetics (+12.5%), Intelligent Transportation Systems (+11.5%), and Power & Energy (+7.6%). These Societies' growth rates continue to expand at what is typically a slower growth period in the membership cycle as recruitment and renewal activity dwindle down.

Society membership details are on page 11.



IEEE Day is on 3 October— less than a month away. We've been watching the event map fill up with fantastic events all over the world. If you have not planned an event yet, there is still time! If you are in the process of planning an event or already have one set up, be sure to remember to [submit it to the Event Map](#).

Photo Contest Returns!



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2017 MD Goals Summary

- ⇒ **128 Sections** have met their retention goals (+62%YoY)
- ⇒ **126 Sections** have met their recruitment goals (+8% YoY)
- ⇒ **55 Sections** have met both recruitment and retention goals (+48% YoY)

More detail, pages 3-5.



Membership Development Goals



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2017 MRRC Chair



Outstanding Section Membership Recruitment and Retention Performance

Membership Development goals are created for each individual Section for both recruitment and retention. On page 6 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 a complete listing of Section goals, go to the MD portal, www.ieee.org/md.

Congratulations to the 55 Sections that earned the gold medal of recognition for meeting both recruitment and retention goals for 2017!

R1 Berkshire Section	R6 Metropolitan Los Angeles Section	R9 Bahia Section
R1 Worcester County Section	R6 Palouse Section	R9 Venezuela Section
R1 Springfield Section	R6 Santa Clara Valley Section	R9 Rio De Janeiro Section
R1 New Hampshire Section	R7 South Saskatchewan Section	R9 South Brazil Section
R1 Schenectady Section	R7 Montreal Section	R9 Costa Rica Section
R2 Delaware Bay Section	R8 Iceland Section	R9 Paraguay Section
R2 Central Pennsylvania Section	R8 Jordan Section	R9 Puebla Section
R3 Miami Section	R8 Latvia Section	R10 Bombay Section
R3 Coastal South Carolina Section	R8 Finland Section	R10 Changwon Section
R3 Savannah Section	R8 Belarus Section	R10 Harbin Section
R3 Palm Beach Section	R8 Iraq Section	R10 Australian Capital Terr Sectio
R4 Fort Wayne Section	R8 Bosnia And Herzegovina Section	R10 New Zealand South Section
R4 Northeast Michigan Section	R8 Switzerland Section	R10 Kerala Section
R4 Iowa-Illinois Section	R8 Russia (Siberia) Section	R10 Islamabad Section
R5 El Paso Section	R8 South Africa Section	R10 New South Wales Section
R5 Corpus Christi Section	R9 El Salvador Section	R10 Gujarat Section
R6 Spokane Section	R9 Veracruz Section	R10 Shanghai Section
R6 Eastern Idaho Section	R9 Queretaro Section	
R6 Central Coast Section	R9 Panama Section	

Looking at a year-over-year comparison, we saw 48% more Sections earn the gold award this year (37 Sections earned it in 2016). Now that the 2018 membership year is underway, we will once again be developing goals that reflect each Sections' historical performance using the most recent four years of data.

Section Recognition Awards

Each Section that meets their goal receives special recognition in the form of an electronic banner to 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, www.ieee.org/md.

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

In September, a special gift and certificate of recognition are mailed to those who earn the gold award. Certificates of recognition are also mailed to those who earned a silver award.





2017 Retention Goals - Section Recognition



Increased Section Membership Recruitment

Sections That Met 2017 Retention Goal

- R1** **Berkshire Section**
- Binghamton Section
- Worcester County Section**
- Springfield Section**
- New Hampshire Section**
- Boston Section
- New Jersey Coast Section
- Long Island Section
- Syracuse Section
- Schenectady Section**
- R2** Youngstown Section
- Delaware Bay Section**
- Cleveland Section
- Central Pennsylvania Section**
- R3** Columbia Section
- Tallahassee Area Section
- Miami Section**
- Orlando Section
- Chattanooga Section
- Broward Section
- Coastal South Carolina Section**
- Lexington Section
- Memphis Section
- Winston-Salem Section
- Savannah Section**
- Palm Beach Section**
- Alabama Section
- Huntsville Section
- Daytona Section
- Atlanta Section
- Jacksonville Section
- Florida West Coast Section
- R4** **Fort Wayne Section**
- Missouri Slope Section
- Central Indiana Section
- Northeast Michigan Section**
- Twin Cities Section
- Madison Section
- Red River Valley Section
- Southern Minnesota Section
- Iowa-Illinois Section**
- Milwaukee Section

- R5** Beaumont Section
- El Paso Section**
- Corpus Christi Section**
- Baton Rouge Section
- High Plains Section
- Fort Worth Section
- New Orleans Section
- Central Texas Section
- Panhandle Section
- Dallas Section
- Denver Section
- R6** Fort Huachuca Section
- Spokane Section**
- Eastern Idaho Section**
- Central Coast Section**
- Metropolitan Los Angeles Section**
- Palouse Section**
- Western Montana Section
- Santa Clara Valley Section**
- Alaska Section
- Tucson Section
- Buenaventura Section
- R7** New Brunswick Section
- Kingston Section
- Ottawa Section
- Peterborough Section
- Quebec Section
- Winnipeg Section
- London Section
- South Saskatchewan Section**
- Southern Alberta Section
- Toronto Section
- Victoria Section
- Montreal Section**
- R8** **Iceland Section**
- Jordan Section**
- Malta Section
- Croatia Section
- Latvia Section**
- Finland Section**
- Belarus Section**
- Portugal Section
- Iraq Section**
- Bosnia And Herzegovina Section**
- Bulgaria Section

Congratulations to the 128 Sections that achieved their 2017 retention goal!

- R8** Qatar Section
- Oman Section
- Egypt Section
- Switzerland Section**
- France Section
- Russia (Siberia) Section**
- South Africa Section**
- Benelux Section
- Germany Section
- Cyprus Section
- R9** Centro Occidente Section
- El Salvador Section**
- Veracruz Section**
- Trinidad And Tobago Section
- Aguascalientes Section
- Queretaro Section**
- Panama Section**
- Bahia Section**
- Venezuela Section**
- Rio De Janeiro Section**
- South Brazil Section**
- Costa Rica Section**
- Paraguay Section**
- Minas Gerais Section
- Puebla Section**
- R10** Uttar Pradesh Section
- Bombay Section**
- Changwon Section**
- Taegu Section
- Harbin Section
- Australian Capital Terr Section**
- New Zealand North Section
- New Zealand South Section**
- Kerala Section**
- Islamabad Section**
- New South Wales Section**
- Shin-Etsu Section
- Gujarat Section**
- Shanghai Section**
- Queensland Section
- Delhi Section

Indicates a gold medal of recognition for meeting both recruitment and retention goals



2017 Recruitment Goals - Section Recognition

Sections That Met 2017 Recruitment Goal

- R1** Ithaca Section
- New Hampshire Section**
- Springfield Section**
- Schenectady Section**
- New York Section
- Worcester County Section**
- Berkshire Section**
- R2** Lima Section
- Delaware Bay Section**
- Central Pennsylvania Section**
- Washington Section
- Cincinnati Section
- R3** Mobile Section
- Savannah Section**
- Western North Carolina Section
- Canaveral Section
- Northwest Florida Section
- Tri Cities Section
- Melbourne Section
- Charlotte Section
- Virginia Mountain Section
- Palm Beach Section**
- Miami Section**
- Coastal South Carolina Section**
- R4** **Fort Wayne Section**
- Northeast Michigan Section**
- Iowa-Illinois Section**
- Nebraska Section
- R5** Arkansas River Valley Section
- Pikes Peak Section
- Corpus Christi Section**
- El Paso Section**
- Lafayette Section
- Arkansas Section
- Tulsa Section
- R6** Los Alamos/Northern New Mexico Section
- Eastern Idaho Section**
- Central Washington Section
- Central Montana Section
- Metropolitan Los Angeles Section**
- Eastern Montana Section
- San Francisco Section

Congratulations to the 126 Sections that achieved their 2017 recruitment goal!



Indicates a gold medal of recognition for meeting both recruitment and retention goals



Increased Section Membership Recruitment

- R6** **Central Coast Section**
- Foothill Section
- Oregon Section
- Orange County Section
- Utah Section
- Seattle Section
- Palouse Section**
- Sacramento Valley Section
- Spokane Section**
- Santa Clara Valley Section**
- Oakland-East Bay Section
- Northern Nevada Section
- R7** North Saskatchewan Section
- Newfoundland-Labrador Section
- Montreal Section**
- South Saskatchewan Section**
- Canadian Atlantic Section
- R8** **Iceland Section**
- Zambia Section
- Jordan Section**
- Kenya Section
- Russia (Northwest) Section
- Tunisia Section
- Iraq Section**
- Latvia Section**
- Morocco Section
- Romania Section
- Russia Section
- Belarus Section**
- Greece Section
- Bosnia And Herzegovina Section**
- Ukraine Section
- Russia (Siberia) Section**
- Algeria Section
- Israel Section
- Estonia Section
- Austria Section
- Italy Section
- South Africa Section**
- Finland Section**
- Turkey Section
- Switzerland Section**

- R9** **Paraguay Section**
- Costa Rica Section**
- Queretaro Section**
- Bahia Section**
- Centro Norte Brasil Section
- El Salvador Section**
- South Brazil Section**
- Monterrey Section
- Western Puerto Rico Section
- Colombia Section
- Venezuela Section**
- Rio De Janeiro Section**
- Panama Section**
- Guatemala Section
- Ecuador Section
- Puebla Section**
- Chile Section
- Veracruz Section**
- R10** **Harbin Section**
- Northern Australia Section
- Changwon Section**
- New Zealand South Section**
- Bombay Section**
- Daejeon Section
- New Zealand Central Section
- Gujarat Section**
- Kerala Section**
- Bangladesh Section
- Chengdu Section
- Kwangju Section
- Australian Capital Terr Section**
- Shanghai Section**
- New South Wales Section**
- Indonesia Section
- Fukuoka Section
- Seoul Section
- Victorian Section
- Islamabad Section**
- Pune Section
- Hong Kong Section
- Nanjing Section
- Tokyo Section



2017 Membership Goals—Region-Level Progress

This reflects the final goal achievement performance for the 2017 membership year. Now that the 2018 membership year is underway, we will once again be developing goals that reflect each Sections' historical performance using the most recent four years of data.

Retention	2017 Goal	2017 % Growth	2017 YTD	% to Goal
R1	81.8%	0.7%	81.1%	99.1%
R2	83.5%	1.2%	81.7%	97.8%
R3	79.1%	1.0%	78.1%	98.7%
R4	79.8%	1.1%	79.0%	99.0%
R5	78.7%	1.4%	78.0%	99.1%
R6	81.0%	1.7%	79.5%	98.1%
R7	75.7%	1.6%	75.4%	99.6%
R8	71.0%	1.8%	68.4%	96.3%
R9	52.4%	1.7%	50.8%	96.9%
R10	57.2%	1.9%	52.9%	92.5%
Total	71.6%	1.6%	68.7%	95.9%

128 Sections world-wide have met or exceeded their retention goal!

Last year that number was 79 Sections, a 62% increase.

Region	# of Sections Met Goal	% of Sections
1	10	45.5%
2	4	20.0%
3	18	43.9%
4	10	43.5%
5	11	42.3%
6	11	31.4%
7	12	60.0%
8	21	36.2%
9	15	42.9%
10	16	27.1%
Total	128	37.8%

Recruitment	2017 Goal	2017 % Growth	2017 YTD	% to Goal
R1	3,816	5.1%	3,339	87.5%
R2	2,998	5.3%	2,644	88.2%
R3	4,217	6.8%	3,675	87.1%
R4	3,086	7.2%	2,617	84.8%
R5	3,898	8.1%	3,297	84.6%
R6	6,218	6.6%	6,222	100.1%
R7	2,876	9.7%	2,611	90.8%
R8	17,240	0.5%	17,227	99.9%
R9	6,535	7.0%	6,930	106.0%
R10	45,545	-9.2%	45,400	99.7%
Total	96,429	-2.4%	93,962	97.4%

126 Sections have met or exceeded their recruitment goal!

Last year that number was 117 Sections, an 8% increase.

Region	# of Sections Met Goal	% of Sections
1	7	31.8%
2	5	25.0%
3	12	29.3%
4	4	17.4%
5	7	26.9%
6	19	54.3%
7	5	25.0%
8	25	43.1%
9	18	51.4%
10	24	40.7%
Total	126	37.2%

Reinstatement	2017 Goal	2017 % Growth	2017 YTD	% to Goal
R1	1,302	5.0%	1,198	92.0%
R2	1,159	5.0%	1,001	86.4%
R3	1,334	5.0%	1,195	89.6%
R4	914	5.0%	828	90.6%
R5	1,256	5.0%	1,181	94.0%
R6	2,570	5.0%	2,479	96.4%
R7	694	5.0%	815	117.4%
R8	4,296	5.0%	3,909	91.0%
R9	1,149	5.0%	1,205	104.9%
R10	5,329	5.0%	5,187	97.3%
Total	20,001	5.0%	18,998	95.0%

Congratulations Region 7 (Canada) and Region 9 (Latin America) for surpassing the reinstatement goal of 5%!

Former members are a ripe pool of candidates to outreach to. Following the service deactivation every February, all members that were in an arrears status from last year move to an inactive status, so each year that pool grows.

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

The goal is to grow reinstatement by 5%, which is the 4-year average historical growth rate.



Membership Retention Update

Renewal activity had a strong finish to the end of the membership year, improving the gap but not enough to have positive retention growth. The year-over-year retention gap was 0.3%, and improved from 0.9% last month. We saw record arrears recovery activity this year, meaning the trend of more members renewing later seems to be growing. Looking at the long term trend, the retention percentage has declined by roughly the same margin every year (see chart, page 1). We have ended the membership year with a lower number of members overall due to declining retention as well as recruitment.

		2017	2016	2015	2014	2013	2012	2011
2017 MY Final	Cumulative Recovered	26,741	24,605	28,919	24,942	26,596	21,999	17,744
	% of Total Deactivated	18.3%	17.4%	20.6%	17.7%	19.2%	17.7%	15.6%

This was the best year for undergraduate retention overall. It was encouraging to see that first year undergraduate retention, for the first time, has increased instead of declined. Another encouraging trend was the improvement in first year retention overall—we saw that gap in all grade categories improve significantly. For the first time, we cannot effectively say that first year members not renewing greatly impacted the final result.

A special note on 2018 renewal: Auto-renewal for the 2018 membership year will occur in October. All members who are enrolled receive an e-mail notification in September.

IEEE Membership Renewal / Retention - August 2017																
RE-GION	HIGHER GRADE w/o GSM				GRADUATE STUDENTS				UNDERGRADUATE STUDENTS				TOTAL MEMBERS			
	Oppor-tunity	Renewal			Oppor-tunity	Renewal			Oppor-tunity	Renewal			Oppor-tunity	Renewal		
		#	%, '17	%, '16		#	%, '17	%, '16		#	%, '17	%, '16		#	%, '17	%, '16
1	26,581	22,725	85.5%	85.2%	1,542	864	56.0%	56.3%	1,564	493	31.5%	33.7%	29,687	24,082	81.1%	81.1%
2	23,209	19,882	85.7%	85.4%	1,443	856	59.3%	60.4%	1,237	425	34.4%	43.9%	25,889	21,163	81.7%	82.3%
3	22,691	18,890	83.2%	83.4%	1,894	1,176	62.1%	64.8%	1,957	657	33.6%	33.4%	26,542	20,723	78.1%	78.1%
4	16,621	13,997	84.2%	83.6%	1,604	985	61.4%	63.2%	1,237	399	32.3%	34.0%	19,462	15,381	79.0%	78.7%
5	22,004	18,120	82.3%	82.4%	1,508	924	61.3%	61.5%	1,551	510	32.9%	30.6%	25,063	19,554	78.0%	77.3%
6	44,260	36,840	83.2%	83.6%	2,303	1,334	57.9%	56.0%	2,530	863	34.1%	33.3%	49,093	39,037	79.5%	79.3%
R 1-6	155,366	130,454	84.0%	83.9%	10,294	6,139	59.6%	60.1%	10,076	3,347	33.2%	34.1%	175,736	139,940	79.6%	79.5%
7	12,368	9,905	80.1%	79.0%	1,643	1,053	64.1%	63.9%	1,054	406	38.5%	37.0%	15,065	11,364	75.4%	74.1%
8	51,978	39,366	75.7%	76.2%	9,573	5,816	60.8%	61.0%	7,936	2,364	29.8%	29.6%	69,487	47,546	68.4%	69.0%
9	8,899	5,744	64.5%	62.4%	1,207	705	58.4%	59.6%	5,404	1,432	26.5%	27.3%	15,510	7,881	50.8%	50.4%
10	65,995	45,061	68.3%	72.2%	13,588	5,856	43.1%	45.8%	30,018	7,104	23.7%	22.0%	109,601	58,021	52.9%	55.5%
R 7-10	139,240	100,076	71.9%	73.7%	26,011	13,430	51.6%	53.7%	44,412	11,306	25.5%	24.6%	209,663	124,812	59.5%	61.3%
TOTAL	294,606	230,530	78.3%	79.3%	36,305	19,569	53.9%	55.6%	54,488	14,653	26.9%	26.6%	385,399	264,752	68.7%	70.0%

First-Year Member Renewal / Retention - August 2017																
RE-GION	HIGHER GRADE w/o GSM				GRADUATE STUDENTS				UNDERGRADUATE STUDENTS				TOTAL MEMBERS			
	Oppor-tunity	Renewal			Oppor-tunity	Renewal			Oppor-tunity	Renewal			Oppor-tunity	Renewal		
		#	%, '17	%, '16		#	%, '17	%, '16		#	%, '17	%, '16		#	%, '17	%, '16
1	1,742	573	32.9%	36.5%	660	259	39.2%	40.7%	1,220	318	26.1%	26.1%	3,622	1,150	31.8%	34.0%
2	1,417	511	36.1%	36.3%	599	253	42.2%	42.6%	902	233	25.8%	33.9%	2,918	997	34.2%	37.0%
3	1,733	618	35.7%	33.3%	778	353	45.4%	46.6%	1,490	401	26.9%	23.9%	4,001	1,372	34.3%	32.1%
4	1,281	435	34.0%	34.0%	693	311	44.9%	44.2%	931	243	26.1%	27.3%	2,905	989	34.0%	33.9%
5	1,801	629	34.9%	37.6%	618	282	45.6%	45.0%	1,187	310	26.1%	22.6%	3,606	1,221	33.9%	33.2%
6	3,021	1,107	36.6%	37.5%	935	363	38.8%	35.7%	1,899	536	28.2%	26.2%	5,855	2,006	34.3%	33.3%
R 1-6	10,995	3,873	35.2%	36.1%	4,283	1,821	42.5%	41.9%	7,629	2,041	26.8%	25.9%	22,907	7,735	33.8%	33.7%
7	1,260	428	34.0%	35.2%	659	308	46.7%	47.6%	717	196	27.3%	26.2%	2,636	932	35.4%	35.5%
8	6,285	1,815	28.9%	30.7%	4,535	2,067	45.6%	44.9%	6,105	1,348	22.1%	21.5%	16,925	5,230	30.9%	31.4%
9	1,568	366	23.3%	23.1%	533	200	37.5%	40.4%	4,062	752	18.5%	19.9%	6,163	1,318	21.4%	22.3%
10	16,454	4,845	29.4%	28.6%	8,657	2,623	30.3%	31.7%	25,103	4,697	18.7%	17.9%	50,214	12,165	24.2%	23.3%
R 7-10	25,567	7,454	29.2%	29.2%	14,384	5,198	36.1%	37.3%	35,987	6,993	19.4%	19.0%	75,938	19,645	25.9%	25.8%
TOTAL	36,562	11,327	31.0%	31.7%	18,667	7,019	37.6%	38.4%	43,616	9,034	20.7%	20.4%	98,845	27,380	27.7%	27.8%



Membership Recruitment Update

The membership year ended with overall recruitment down -4.9%. Since November we have endured this trend due to a record recruitment anomaly last year. The declines we see this year are equal to the gains we saw last year. However, the decline peaked in June, and has subsided every month since then. The biggest factor was higher grade recruitment in Region 10. As has been stated, the longer term trend (see chart, page 1) shows that recruitment is ahead of all previous years. Here is how each of the three categories impacted the overall result this month:

- **Undergraduate recruitment** still ahead YoY +2.7% , was +3.3% last month
 - * Main drivers: Region 10 gains leveled off; biggest population of undergrads are here
 - * Last year at this time: undergraduate recruitment was +5.0%
- **Graduate student recruitment** ended the year positive as well, up +1.0%, was +2.1% last month
 - * Main drivers: Losses in Region 8 offset the larger gains in Regions 9 and 10
 - * Last year at this time: graduate student recruitment was +3.7%
- **Higher Grade recruitment** declines continue to shrink slowly, -26.8 last month to -25.8%
 - * We pushed past the record recruitment period of 2016
 - * Last year at this time: higher grade recruitment was ahead +34.8%, or 6,439 HG members – and now this year we are down (6,418) HG members.

Cumulative Recruitment - September through August 2017

RE-GION	HIGHER GRADE w/o GSMs				GRADUATE STUDENTS				UNDERGRADUATE STUDENTS				TOTAL MEMBERS			
	2017	2016	Change		2017	2016	Change		2017	2016	Change		2017	2016	Change	
			#	%			#	%			#	%			#	%
1	1,020	1,028	(8)	-0.8%	830	837	(7)	-0.8%	1,489	1,766	(277)	-15.7%	3,339	3,631	(292)	-8.0%
2	802	864	(62)	-7.2%	760	729	31	4.3%	1,082	1,255	(173)	-13.8%	2,644	2,848	(204)	-7.2%
3	884	992	(108)	-10.9%	983	942	41	4.4%	1,808	2,015	(207)	-10.3%	3,675	3,949	(274)	-6.9%
4	664	767	(103)	-13.4%	788	864	(76)	-8.8%	1,165	1,247	(82)	-6.6%	2,617	2,878	(261)	-9.1%
5	972	1,129	(157)	-13.9%	815	801	14	1.7%	1,510	1,675	(165)	-9.9%	3,297	3,605	(308)	-8.5%
6	2,136	2,061	75	3.6%	1,186	1,280	(94)	-7.3%	2,900	2,492	408	16.4%	6,222	5,833	389	6.7%
R 1-6	6,478	6,841	(363)	-5.3%	5,362	5,453	(91)	-1.7%	9,954	10,450	(496)	-4.7%	21,794	22,744	(950)	-4.2%
7	785	843	(58)	-6.9%	836	804	32	4.0%	990	975	15	1.5%	2,611	2,622	(11)	-0.4%
8	3,801	3,698	103	2.8%	5,041	5,390	(349)	-6.5%	8,385	8,064	321	4.0%	17,227	17,152	75	0.4%
9	956	980	(24)	-2.4%	740	617	123	19.9%	5,234	4,509	725	16.1%	6,930	6,106	824	13.5%
10	6,483	12,559	(6,076)	-48.4%	10,187	9,688	499	5.2%	28,730	27,906	824	3.0%	45,400	50,153	(4,753)	-9.5%
R 7-10	12,025	18,080	(6,055)	-33.5%	16,804	16,499	305	1.8%	43,339	41,454	1,885	4.5%	72,168	76,033	(3,865)	-5.1%
TOTAL	18,503	24,921	(6,418)	-25.8%	22,166	21,952	214	1.0%	53,293	51,904	1,389	2.7%	93,962	98,777	(4,815)	-4.9%



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 **US Sections and Regions should promote the program on their own website**. For more information on how to do this, contact Elyn Perez, elyn.perez@ieee.org.

Membership Year	2017 Total	2016 Total	2015 Total	2014 Total	Program To Date
Referrals Submitted	497	1,094	941	1,240	3,772
Referrals Joined	229	475	224	397	1,325
% of Referrals Joined	46.1%	43.4%	23.8%	32.0%	35.1%
# New US HG Members	142	377	168	295	982

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 d.maestri@ieee.org



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

Important Note: MGM awards for the 2017 membership year will be sent via e-mail in late September, to the member’s primary e-mail address on record.

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.

Pravallika Chava	R10, Hyderabad Section	40 new members
MD. Rahman	R10, Bangladesh Section	38 new members
Theresa Thomas	R10, Kerala Section	21 new members
Gokul Krishnan K G	R10, Kerala Section	16 new members
Monisha M C	R10, Madras Section	15 new members
Manoj Raj S	R10, Bangalore Section	14 new members
Rama Krishana Gannamraju	R10, Hyderabad Section	13 new members
Subramani D	R10, Madras Section	13 new members
Susan Vinoth	R10, Kerala Section	13 new members
Juanita Mendonza	R10, Kerala Section	11 new members
Muhammad Arshad	R10, Lahore Section	11 new members
Deepak M H	R10, Bangalore Section	11 new members
Ashwin Joseph	R10, Bangalore Section	11 new members
Wordh Hasan	R10, Bangladesh Section	10 new members
Harshith M	R10, Bangalore Section	10 new members
Sidheshwar Madrewar	R10, Bombay Section	10 new members

2017 MGM Recruits YTD: 19,456 new members*

Same period last year: 20,246*

Year-over-year: +0.7%

**Eligible referrals under the program rules.*



Sections can earn awards for top recruiting activity. To learn more, go to www.ieee.org/mgm or contact Denise Maestri, d.maestri@ieee.org.



Overall IEEE Membership by Region and Grade Category

Green shading = year-over-year growth >1.0%; Yellow shading = +/- 0.99%; Red shading > (1.0%)

Geographic IEEE Membership Summary - August 2017

REGION	Higher-Grade w/o GSM				Graduate Students				Undergraduate Students				TOTAL MEMBERS					
	2017		2016		Change		2017		2016		Change		2017		2016		Change	
	#	%	#	%	#	%	#	%	#	%	#	%	#	%	#	%	#	%
1	25,952	26,823	(871)	-3.2%	1,332	1,402	(70)	-5.0%	1,351	1,569	(218)	-13.9%	28,635	29,794	(1,159)	-3.9%		
2	22,498	23,429	(931)	-4.0%	1,177	1,286	(109)	-8.5%	1,046	1,228	(182)	-14.8%	24,721	25,943	(1,222)	-4.7%		
3	22,413	23,006	(593)	-2.6%	1,688	1,687	1	0.1%	1,679	1,958	(279)	-14.2%	25,780	26,651	(871)	-3.3%		
4	16,272	16,844	(572)	-3.4%	1,356	1,441	(85)	-5.9%	1,138	1,240	(102)	-8.2%	18,766	19,525	(759)	-3.9%		
5	21,317	22,227	(910)	-4.1%	1,358	1,361	(3)	-0.2%	1,398	1,577	(179)	-11.4%	24,073	25,165	(1,092)	-4.3%		
6	43,819	44,649	(830)	-1.9%	2,041	2,043	(2)	-0.1%	2,601	2,543	58	2.3%	48,461	49,235	(774)	-1.6%		
R 1-6	152,271	156,978	(4,707)	-3.0%	8,952	9,220	(268)	-2.9%	9,213	10,115	(902)	-8.9%	170,436	176,313	(5,877)	-3.3%		
7	12,334	12,685	(351)	-2.8%	1,391	1,391	0	0.0%	1,101	1,033	68	6.6%	14,826	15,109	(283)	-1.9%		
8	52,338	53,514	(1,176)	-2.2%	7,924	8,424	(500)	-5.9%	8,633	7,717	916	11.9%	68,895	69,655	(760)	-1.1%		
9	9,162	9,300	(138)	-1.5%	1,105	1,016	89	8.8%	5,974	5,270	704	13.4%	16,241	15,586	655	4.2%		
10	63,841	67,507	(3,666)	-5.4%	12,905	12,745	160	1.3%	32,501	29,623	2,878	9.7%	109,247	109,875	(628)	-0.6%		
R 7-10	137,675	143,006	(5,331)	-3.7%	23,325	23,576	(251)	-1.1%	48,209	43,643	4,566	10.5%	209,209	210,225	(1,016)	-0.5%		
TOTAL	289,946	299,984	(10,038)	-3.3%	32,277	32,796	(519)	-1.6%	57,422	53,758	3,664	6.8%	379,645	386,538	(6,893)	-1.8%		

Note: e-Members are included in the higher-grade counts of Regions 3, 8, 9, and 10. Life Members are included in Higher Grade counts.

- **Overall membership** is behind -1.8% YoY, changed from -1.5% last month
 - Main drivers: Strong STU and GSM recruitment gains leveled off
 - Last year this time was +0.9%
- **Higher-grade membership** behind by -3.3%, was -3.4% last month
 - We continue to see the YoY declines shrink slowly; driven by recruitment
 - Last year overall HG was flat YoY
- **GSM grade** down -1.6% over last year, from -0.8% last month
 - Main drivers: Retention slowed, as did recruitment gains
 - Last year this time was +0.9%
- **STU membership** is maintained positive growth for a third month in a row, ahead of last year +6.8%
 - Main driver: Strong, positive recruitment and renewal activity
 - Last year this time was +5.8%
 - IEEEExtreme Programming Competition impacts recruitment this time of year, as registration opens and continues through October



Give the Gift of IEEE Membership. To learn more, go to www.ieee.org/gift.
Makes a perfect graduation or thank you gift!



Society Memberships

IEEE Society Membership Totals as of August 2017

SOCIETY / DIVISION	IEEE Higher Grade Members (including GSMs)		Change		IEEE Student Members		Change		Society Affiliates		Change		Society Totals (with affiliates)		Change		Society Totals (without affiliates)		Change	
	2017	2016	#	%	2017	2016	#	%	2017	2016	#	%	2017	2016	#	%	2017	2016	#	%
IEEE Societies	2017	2016	#	%	2017	2016	#	%	2017	2016	#	%	2017	2016	#	%	2017	2016	#	%
DIVISION I																				
Circuits & Systems	8,837	9,359	-522	-5.6%	355	385	-30	-7.8%	46	45	1	2.2%	9,238	9,789	-551	-5.6%	9,192	9,744	-552	-5.7%
Electron Devices	9,548	9,532	16	0.2%	643	312	331	106.1%	44	45	-1	-2.2%	10,235	9,889	346	3.5%	10,191	9,844	347	3.5%
Solid-State Circuits	9,252	9,306	-54	-0.6%	175	253	-78	-30.8%	94	93	1	1.1%	9,521	9,652	-131	-1.4%	9,427	9,559	-132	-1.4%
Div I Subtotal	27,637	28,197	-560	-2.0%	1,173	950	223	23.5%	184	183	1	0.5%	28,994	29,330	-336	-1.1%	28,810	29,147	-337	-1.2%
DIVISION II																				
Components, Packaging & Mfg Tech	2,195	2,303	-108	-4.7%	66	25	41	164.0%	29	27	2	7.4%	2,290	2,355	-65	-2.8%	2,261	2,328	-67	-2.9%
Dielectrics & Electrical Insulation	1,890	2,028	-138	-6.8%	14	22	-8	-36.4%	26	29	-3	-10.3%	1,930	2,079	-149	-7.2%	1,904	2,050	-146	-7.1%
Industry Applications	10,736	10,692	44	0.4%	2,934	2,076	858	41.3%	43	44	-1	-2.3%	13,713	12,812	901	7.0%	13,670	12,768	902	7.1%
Instrumentation & Measurements	3,531	3,615	-84	-2.3%	83	80	3	3.8%	22	16	6	37.5%	3,636	3,711	-75	-2.0%	3,614	3,695	-81	-2.2%
Power Electronics	7,802	7,524	278	3.7%	755	546	209	38.3%	30	21	9	42.9%	8,587	8,091	496	6.1%	8,557	8,070	487	6.0%
Ultrasonics, Ferroelectrics, Freq Ctrl	2,142	2,173	-31	-1.4%	45	63	-18	-28.6%	40	43	-3	-7.0%	2,227	2,279	-52	-2.3%	2,187	2,236	-49	-2.2%
Div II Subtotal	28,296	28,335	-39	-0.1%	3,897	2,812	1,085	38.6%	190	180	10	5.6%	32,383	31,327	1,056	3.4%	32,193	31,147	1,046	3.4%
DIVISION III																				
Communications	25,209	27,397	-2,188	-8.0%	735	733	2	0.3%	374	390	-16	-4.1%	26,318	28,520	-2,202	-7.7%	25,944	28,130	-2,186	-7.8%
DIVISION IV																				
Antennas & Propagation	8,191	8,124	67	0.8%	201	184	17	9.2%	54	55	-1	-1.8%	8,446	8,363	83	1.0%	8,392	8,308	84	1.0%
Broadcast Technology	1,596	1,573	23	1.5%	70	45	25	55.6%	28	20	8	40.0%	1,694	1,638	56	3.4%	1,666	1,618	48	3.0%
Consumer Electronics	2,606	2,744	-138	-5.0%	65	126	-61	-48.4%	16	17	-1	-5.9%	2,687	2,887	-200	-6.9%	2,671	2,870	-199	-6.9%
Electromagnetic Compatibility	3,479	3,653	-174	-4.8%	47	32	15	46.9%	39	38	1	2.6%	3,565	3,723	-158	-4.2%	3,526	3,685	-159	-4.3%
Magnetics	2,640	2,753	-113	-4.1%	44	42	2	4.8%	68	64	4	6.3%	2,752	2,859	-107	-3.7%	2,684	2,795	-111	-4.0%
Microwave Theory & Techniques	10,194	10,415	-221	-2.1%	238	247	-9	-3.6%	28	28	0	0.0%	10,460	10,690	-230	-2.2%	10,432	10,662	-230	-2.2%
Nuclear & Plasma Sciences	2,769	2,737	32	1.2%	124	69	55	79.7%	40	41	-1	-2.4%	2,933	2,847	86	3.0%	2,893	2,806	87	3.1%
Div IV Subtotal	31,475	31,999	-524	-1.6%	789	745	44	5.9%	273	263	10	3.8%	32,537	33,007	-470	-1.4%	32,264	32,744	-480	-1.5%
DIVISION V/VIII																				
Computer	38,680	43,621	-4,941	-11.3%	3,873	3,407	466	13.7%	6,603	7,295	-692	-9.5%	49,156	54,323	-5,167	-9.5%	42,553	47,028	-4,475	-9.5%
DIVISION VI																				
Education	3,055	3,104	-49	-1.6%	61	57	4	7.0%	41	34	7	20.6%	3,157	3,195	-38	-1.2%	3,116	3,161	-45	-1.4%
Industrial Electronics	6,387	6,303	84	1.3%	232	233	-1	-0.4%	29	28	1	3.6%	6,648	6,564	84	1.3%	6,619	6,536	83	1.3%
Product Safety Engineering	750	755	-5	-0.7%	23	29	-6	-20.7%	11	13	-2	-15.4%	784	797	-13	-1.6%	773	784	-11	-1.4%
Professional Communication	618	616	2	0.3%	35	15	20	133.3%	54	48	6	12.5%	707	679	28	4.1%	653	631	22	3.5%
Reliability	1,536	1,607	-71	-4.4%	58	9	49	544.4%	22	18	4	22.2%	1,616	1,634	-18	-1.1%	1,594	1,616	-22	-1.4%
Social Implications of Technology	1,395	1,410	-15	-1.1%	78	62	16	25.8%	25	17	8	47.1%	1,498	1,489	9	0.6%	1,473	1,472	1	0.1%
Technology and Engineering Mgmt	2,694	2,713	-19	-0.7%	177	60	117	195.0%	35	32	3	9.4%	2,906	2,805	101	3.6%	2,871	2,773	98	3.5%
Div VI Subtotal	16,435	16,508	-73	-0.4%	664	465	199	42.8%	217	190	27	14.2%	17,316	17,163	153	0.9%	17,099	16,973	126	0.7%
DIVISION VII																				
Power & Energy	29,581	29,302	279	1.0%	6,221	3,985	2,236	56.1%	392	370	22	5.9%	36,194	33,657	2,537	7.5%	35,802	33,287	2,515	7.6%
DIVISION IX																				
Aerospace & Electronic Systems	4,296	4,264	32	0.8%	213	179	34	19.0%	21	23	-2	-8.7%	4,530	4,466	64	1.4%	4,509	4,443	66	1.5%
Geoscience & Remote Sensing	3,307	3,234	73	2.3%	135	88	47	53.4%	171	164	7	4.3%	3,613	3,486	127	3.6%	3,442	3,322	120	3.6%
Information Theory	2,941	3,066	-125	-4.1%	74	66	8	12.1%	27	26	1	3.8%	3,042	3,158	-116	-3.7%	3,015	3,132	-117	-3.7%
Intelligent Transportation Systems	1,567	1,416	151	10.7%	46	30	16	53.3%	27	18	9	50.0%	1,640	1,464	176	12.0%	1,613	1,446	167	11.5%
Oceanic Engineering	1,596	1,664	-68	-4.1%	65	49	16	32.7%	33	26	7	26.9%	1,694	1,739	-45	-2.6%	1,661	1,713	-52	-3.0%
Signal Processing	14,937	15,754	-817	-5.2%	428	849	-421	-49.6%	180	149	31	20.8%	15,545	16,752	-1,207	-7.2%	15,365	16,603	-1,238	-7.5%
Vehicular Technology	4,161	4,032	129	3.2%	95	86	9	10.5%	22	18	4	22.2%	4,278	4,136	142	3.4%	4,256	4,118	138	3.4%
Div IX Subtotal	32,805	33,430	-625	-1.9%	1,056	1,347	-291	-21.6%	481	424	57	13.4%	34,342	35,201	-859	-2.4%	33,861	34,777	-916	-2.6%
DIVISION X																				
Computational Intelligence	6,218	5,995	223	3.7%	484	314	170	54.1%	75	75	0	0.0%	6,777	6,384	393	6.2%	6,702	6,309	393	6.2%
Control Systems	8,076	8,189	-113	-1.4%	247	210	37	17.6%	72	73	-1	-1.4%	8,395	8,472	-77	-0.9%	8,323	8,399	-76	-0.9%
Engineering in Medicine & Biology	7,830	8,700	-870	-10.0%	940	880	60	6.8%	323	641	-318	-49.6%	9,093	10,221	-1,128	-11.0%	8,770	9,580	-810	-8.5%
Photonics	5,679	5,877	-198	-3.4%	96	84	12	14.3%	164	175	-11	-6.3%	5,939	6,136	-197	-3.2%	5,775	5,961	-186	-3.1%
Robotics & Automation	10,399	10,654	-255	-2.4%	2,072	2,084	-12	-0.6%	141	127	14	11.0%	12,612	12,865	-253	-2.0%	12,471	12,738	-267	-2.1%
Systems, Man & Cybernetics	4,611	4,135	476	11.5%	152	98	54	55.1%	41	38	3	7.9%	4,804	4,271	533	12.5%	4,763	4,233	530	12.5%
Div X Subtotal	42,813	43,550	-737	-1.7%	3,991	3,670	321	8.7%	816	1,129	-313	-27.7%	47,620	48,349	-729	-1.5%	46,804	47,220	-416	-0.9%
TOTAL	272,931	282,339	-9,408	-3.3%	22,399	18,114	4,285	23.7%	9,530	10,424	-894	-8.6%	304,860	310,877	-6,017	-1.9%	295,330	300,453	-5,123	-1.7%



Special Interest Memberships



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.

Grade	This Month '17	This Month '16	YoY # Chg	YoY % Chg
Fellow	111	100	11	11.0%
Senior Member	785	710	75	10.6%
Member	4,743	4,465	278	6.2%
Associate Member	176	137	39	28.5%
Graduate Student	1,738	1,696	42	2.5%
Student	11,781	9,671	2,110	21.8%
Total	19,334	16,779	2,555	15.2%

Region	This Month '17	This Month '16	YoY # Chg	YoY % Chg
U.S.	3,181	3,053	128	4.2%
Canada	399	381	18	4.7%
Europe, Middle East, Africa	3,114	2,607	507	19.4%
Latin America	2,551	2,320	231	10.0%
Asia Pacific	10,089	8,418	1,671	19.9%
Total	19,334	16,779	2,555	15.2%

IEEE STANDARDS ASSOCIATION

Grade	This Month '17	This Month '16	YoY # Chg	YoY % Chg
Student	40	37	3	8.1%
Higher Grade	6,383	6,153	230	3.7%
Affiliate	63	59	4	6.8%
SA Only Members	448	441	7	1.6%
Total	6,934	6,690	244	3.6%

IEEE Standards Association 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.



Special Interest Memberships



Membership in IEEE Young Professionals is automatically given to Graduate Students (GSM) 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.

Geographic IEEE Young Professionals - August 2017

Region	Higher Grade w/o GSM			GSM			Total		
	2017	2016		2017	2016		2017	2016	
	#	#	% Change	#	#	% Change	#	#	% Change
1	3,805	4,146	-8.2%	1,279	1,331	-3.9%	5,084	5,477	-7.2%
2	3,256	3,547	-8.2%	1,131	1,223	-7.5%	4,387	4,770	-8.0%
3	3,853	4,170	-7.6%	1,616	1,581	2.2%	5,469	5,751	-4.9%
4	3,059	3,360	-9.0%	1,292	1,366	-5.4%	4,351	4,726	-7.9%
5	3,738	4,136	-9.6%	1,288	1,285	0.2%	5,026	5,421	-7.3%
6	7,352	7,557	-2.7%	1,938	1,947	-0.5%	9,290	9,504	-2.3%
R 1-6	25,063	26,916	-6.9%	8,544	8,733	-2.2%	33,607	35,649	-5.7%
7	2,974	3,267	-9.0%	1,343	1,318	1.9%	4,317	4,585	-5.8%
8	15,721	16,946	-7.2%	7,808	8,010	-2.5%	23,529	24,956	-5.7%
9	3,393	3,421	-0.8%	1,188	941	26.2%	4,581	4,362	5.0%
10	19,227	19,646	-2.1%	13,122	12,190	7.6%	32,349	31,836	1.6%
R 7-10	41,315	43,280	-4.5%	23,461	22,459	4.5%	64,776	65,739	-1.5%
TOTAL	66,378	70,196	-5.4%	32,005	31,192	2.6%	98,383	101,388	-3.0%



ETA KAPPA NU
Electrical and Computer Engineering Honor Society

Active IEEE Members that belong to Eta Kappa Nu

Geographic IEEE HKN Membership - August 2017

Region	Higher Grade w/o GSM			Total Students			Total		
	2017	2016		2017	2016		2017	2016	
	#	#	% Change	#	#	% Change	#	#	% Change
1	1,202	1,266	-5.1%	170	308	-44.8%	1,372	1,574	-12.8%
2	1,144	1,200	-4.7%	128	251	-49.0%	1,272	1,451	-12.3%
3	1,144	1,269	-9.9%	183	337	-45.7%	1,327	1,606	-17.4%
4	832	921	-9.7%	154	365	-57.8%	986	1,286	-23.3%
5	1,169	1,306	-10.5%	161	347	-53.6%	1,330	1,653	-19.5%
6	1,702	1,620	5.1%	272	402	-32.3%	1,974	2,022	-2.4%
R 1-6	7,193	7,582	-5.1%	1,068	2,010	-46.9%	8,261	9,592	-13.9%
7	40	37	8.1%	1	5	-80.0%	41	42	-2.4%
8	86	82	4.9%	10	23	-56.5%	96	105	-8.6%
9	48	59	-18.6%	8	46	-82.6%	56	105	-46.7%
10	122	126	-3.2%	19	45	-57.8%	141	171	-17.5%
R 7-10	296	304	-2.6%	38	119	-68.1%	334	423	-21.0%
TOTAL	7,489	7,886	-5.0%	1,106	2,129	-48.1%	8,595	10,015	-14.2%