

## 2017 SAL Renewal Rates

As of: 12/31/2017

| <u>DETACHMENT</u>    | 2016<br>MEMBERSHIP<br>FINAL | 2017<br>TRADITIONAL<br>RENEWED | RENEWAL<br>%  |
|----------------------|-----------------------------|--------------------------------|---------------|
| ALABAMA              | 1,670                       | 1,440                          | 86.23%        |
| ALASKA               | 1,420                       | 1,200                          | 84.51%        |
| ARIZONA              | 6,728                       | 5,857                          | 87.05%        |
| ARKANSAS             | 507                         | 404                            | 79.68%        |
| CALIFORNIA           | 11,161                      | 9,863                          | 88.37%        |
| COLORADO             | 3,008                       | 2,671                          | 88.80%        |
| CONNECTICUT          | 1,828                       | 1,561                          | 85.39%        |
| DELAWARE             | 2,343                       | 2,048                          | 87.41%        |
| DISTRICT OF COLUMBIA | 179                         | 95                             | 53.07%        |
| FLORIDA              | 17,843                      | 15,263                         | 85.54%        |
| FRANCE               | 291                         | 253                            | 86.94%        |
| GEORGIA              | 4,770                       | 3,815                          | 79.98%        |
| HAWAII               | 22                          | 22                             | 100.00%       |
| IDAHO                | 568                         | 451                            | 79.40%        |
| ILLINOIS             | 14,852                      | 13,454                         | 90.59%        |
| INDIANA              | 38,319                      | 33,757                         | 88.09%        |
| IOWA                 | 4,010                       | 3,730                          | 93.02%        |
| KANSAS               | 6,661                       | 5,949                          | 89.31%        |
| KENTUCKY             | 3,429                       | 2,926                          | 85.33%        |
| LOUISIANA            | 2,125                       | 1,739                          | 81.84%        |
| MAINE                | 2,508                       | 2,287                          | 91.19%        |
| MARYLAND             | 16,445                      | 14,830                         | 90.18%        |
| MASSACHUSETTS        | 5,705                       | 5,092                          | 89.26%        |
| MICHIGAN             | 22,654                      | 20,626                         | 91.05%        |
| MINNESOTA            | 11,626                      | 10,433                         | 89.74%        |
| MISSISSIPPI          | 559                         | 466                            | 83.36%        |
| MISSOURI             | 3,719                       | 3,174                          | 85.35%        |
| MONTANA              | 1,012                       | 868                            | 85.77%        |
| NEBRASKA             | 6,389                       | 6,058                          | 94.82%        |
| NEVADA               | 539                         | 453                            | 84.04%        |
| NEW HAMPSHIRE        | 6,066                       | 5,632                          | 92.85%        |
| NEW JERSEY           | 9,822                       | 8,867                          | 90.28%        |
| NEW MEXICO           | 1,709                       | 1,421                          | 83.15%        |
| NEW YORK             | 29,671                      | 27,177                         | 91.59%        |
| NORTH CAROLINA       | 2,092                       | 1,760                          | 84.13%        |
| NORTH DAKOTA         | 771                         | 747                            | 96.89%        |
| OHIO                 | 31,247                      | 28,175                         | 90.17%        |
| OKLAHOMA             | 1,059                       | 851                            | 80.36%        |
| OREGON               | 1,675                       | 1,370                          | 81.79%        |
| PENNSYLVANIA         | 61,641                      | 55,951                         | 90.77%        |
| PHILIPPINES          | 44                          | 28                             | 63.64%        |
| PUERTO RICO          | 36                          | 34                             | 94.44%        |
| RHODE ISLAND         | 242                         | 192                            | 79.34%        |
| SOUTH CAROLINA       | 1,115                       | 1,002                          | 89.87%        |
| SOUTH DAKOTA         | 732                         | 632                            | 86.34%        |
| TENNESSEE            | 1,675                       | 1,370                          | 81.79%        |
| TEXAS                | 6,328                       | 5,111                          | 80.77%        |
| UTAH                 | 571                         | 493                            | 86.34%        |
| VERMONT              | 3,867                       | 3,501                          | 90.54%        |
| VIRGINIA             | 4,396                       | 3,844                          | 87.44%        |
| WASHINGTON           | 2,430                       | 2,093                          | 86.13%        |
| WEST VIRGINIA        | 2,752                       | 2,266                          | 82.34%        |
| WISCONSIN            | 3,812                       | 3,299                          | 86.54%        |
| WYOMING              | 1,305                       | 1,069                          | 81.92%        |
| <b>TOTALS</b>        | <b>367,948</b>              | <b>327,670</b>                 | <b>89.05%</b> |