

OPERATIONAL AND LEADERSHIP SCORECARD

July 31, 2018

MEMBERSHIP - ACTIVE

| | ACTIVE | | ACTIVE | | VARIATION |
|--------------|---------------|---------------|---------------|----------------|-------------|
| | 7/31/2018 | % Total | 7/31/2017 | % Total | |
| ABC | 313 | 2.25% | 379 | 2.66% | -66 |
| AKA | 90 | 0.65% | 131 | 0.92% | -41 |
| AWSA | 6,136 | 44.17% | 6,166 | 43.24% | -30 |
| NCWSA | 828 | 5.96% | 839 | 5.88% | -11 |
| NP | 116 | 0.83% | 150 | 1.05% | -34 |
| NSSA | 5,619 | 40.44% | 5,541 | 38.85% | 78 |
| NWSRA | 236 | 1.70% | 282 | 1.98% | -46 |
| USHA | 49 | 0.35% | 67 | 0.47% | -18 |
| USA-WB | 369 | 2.66% | 561 | 3.93% | -192 |
| WSDA | 94 | 0.68% | 110 | 0.77% | -16 |
| Other | 43 | 0.31% | 35 | 0.25% | 8 |
| TOTAL | 13,893 | 100.00 | 14,261 | 100.00% | -368 |

2018 SANCTIONS

| TOURN | 7/31/2018 | % Total | YTD/ALL 2017 | VARIATION |
|--------------|------------|----------------|-------------------|------------|
| Class C | 331 | 63.78% | 320 of 375 | -8 |
| Class E | 0 | 0.00% | 1 of 2 | -1 |
| Class L | 44 | 8.48% | 38 of 42 | 6 |
| Class R | 97 | 18.69% | 109 of 107 | -15 |
| Class T | 0 | 0.00% | 1 of 1 | -1 |
| Cash Prize | 8 | 1.54% | 8 of 9 | 0 |
| Class X | 3 | 0.58% | 4 of 4 | 0 |
| NWSRA | 7 | 1.35% | 8 of 8 | -1 |
| NSSA Class A | 6 | 1.16% | 10 of 10 | -4 |
| GrassRoots | 23 | 4.43% | 23 of 28 | -3 |
| Festivals | 0 | 0.00% | 2 of 2 | -2 |
| USHA | 0 | 0.00% | 0 of 0 | 0 |
| TOTAL | 519 | 100.00% | 524 of 588 | -29 |

Note that AWSA, NCWSA, ABC, USA-WB, WSDA, AKA use Class designations

CLINICS

| | YTD 7/31/2018 | % Total | YTD/ALL 2017 | VARIATION |
|--------------|---------------|----------------|-------------------|------------|
| Basic Skills | 51 | 54.84% | 64 of 80 | -13 |
| Jr Dev | 42 | 45.16% | 60 of 69 | -18 |
| TOTAL | 93 | 100.00% | 124 of 149 | -31 |

NEXT EC CONFERENCE CALL: TBD, October, 2018

FINANCIAL POSITION

| | 6/30/2018 | 6/30/2017 | VARIATION |
|-------------------------------|---------------------|---------------------|---------------------|
| Cash | \$230,644.91 | \$208,326.59 | \$22,318.32 |
| Reserves | \$322,952.56 | \$408,016.99 | -\$85,064.43 |
| Total Checking/Savings | \$553,597.47 | \$616,343.58 | -\$62,746.11 |

| AP - July 31, 2018 (over \$5K) | Amount | Notes |
|--------------------------------|-------------|---------------------|
| Payroll April | \$62,000.00 | (8/2, 8/16, 8/30) |
| Integro | \$18,500.00 | (payment due 8/20) |
| Metisentry | TBD | |
| Miscellaneous August | \$8,888.45 | (from 7/31/2018 AP) |

| AR- Over 60 days Past Due | Amount | Notes |
|---------------------------|------------|---|
| Hyndsight | \$4,000.00 | Offered product for payment |
| USA-WS Foundation | \$3,000.00 | OJ Prop payment went to Foundation by mistake |

SOCIAL MEDIA

| | 7/31/2018 | 7/31/2017 | 12 mo. Increase |
|---------------------|-----------|-----------|-----------------|
| Facebook Followers | 15,282 | 13,753 | 1,529 |
| Instagram Followers | 9,503 | 8,819 | 684 |
| Twitter Followers | 5,127 | 4,987 | 140 |

| | 7/31/2018 | 7/31/2017 | Comparison % |
|----------------|-----------|-----------|--------------|
| FB Reach - May | 70,081 | 107,200 | 65.37% |

| E-Blasts: | YTD 7/31/2018 | YTD/All 2017 | VARIATION |
|---------------------|---------------|------------------|-----------|
| Press Releases | 17 | 37 of 62 | -20 |
| Non- Press Releases | 43 | 26 of 50 | 17 |
| TOTAL | 60 | 63 of 112 | -3 |

NOTES AND KEY AREAS OF FOCUS:

- * Executive Director Transition
- * IT Development - Metisentry
- * National Events
- * Membership Development
- * ASCAP
- * Drones Policy
- * Pan American Games