



TO: SNA Board of Directors and State Leaders
CC: Jen Lewi
FROM: Laura Maynard
SUBJECT: January 2016 Membership, Certificate & Credentialing Program Report
DATE: February 9, 2016

Membership Overview

The January Membership Report shows that we have 56,453 members (which is 1,282 more than January 2015). This is also 324 more members than May 2015 year-end and despite the usual seasonal dip our membership numbers still remain at the highest levels they have been in over a decade.

Six of the seven regions have more members when compared with this time last year. The Northeast is showing the strongest growth.

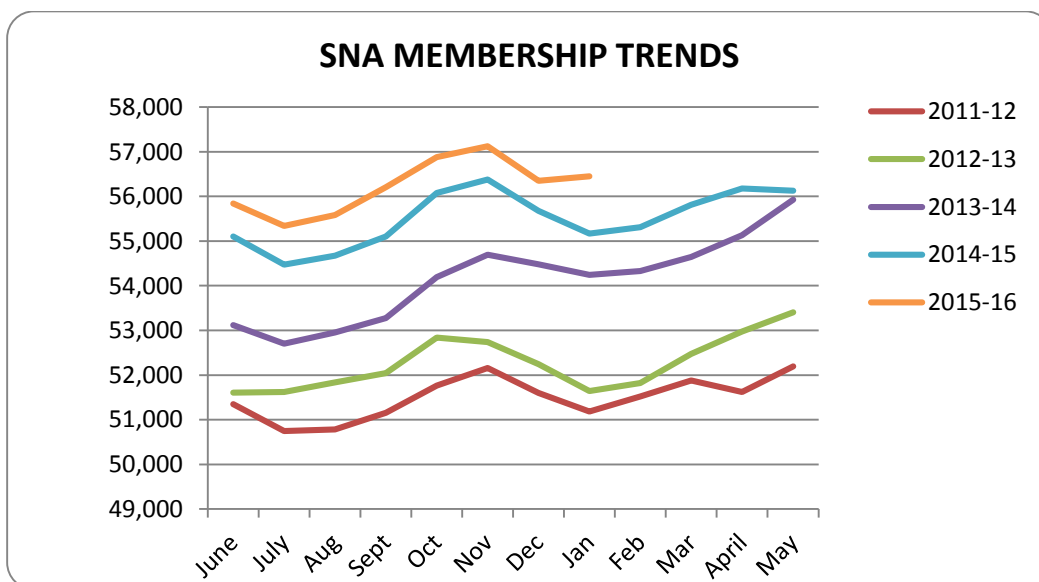
The states with an increase of 10% or more since May 2015 year-end are New Jersey, Vermont, Arkansas and Pennsylvania.

Region	January 2016	January 2015	Diff	% Diff
Mideast	6,111	6,228	-117	-2%
Northeast	4,518	3,899	619	16%
Southeast	21,925	21,746	179	1%
West	4,906	4,712	194	4%
Midwest	7,730	7,475	255	3%
Northwest	4,487	4,347	140	3%
Southwest	6,257	6,242	15	0%
Misc.	519	522	-3	-
Total	56,453	55,171	1,282	2.3%

The Major City Director and District Director membership categories have grown by 22 and 102 respectively since May 2015.

Membership Trends

Although we have seen an increase in members compared with previous years, overall membership trends remain consistent with prior years. Membership numbers generally decline during the summer vacation months and the winter and then bounce back in the fall and spring.



If you have any questions, please call me at ext. 120 or email lmaynard@schoolnutrition.org.

Continued...

School District Owned Membership (SDM)

The total number of SDMs for January 2016 is 27,382 (which is 1,799 more than the May 2015 year-end total). SDMs currently account for 49% of the total membership. All states associations are now participating in SDM and the chart below shows the top 10 SDM states.

Top 10 SDM States

Georgia	2,888	South Carolina	1,543
Tennessee	2,688	Kentucky	976
Louisiana	1,847	Delaware	740
North Carolina	1,678	Minnesota	725
Alabama	1,545	Michigan	715

Credentialing Overview

The January Credentialing Report shows that we have a **record 1,453** credentialed members which is 97 more than the May 2015 year-end and 82 more than January 2015.

Certificate Program Overview

The January Certificate Program Report shows that we have 20,022 certificate holders which is 94 less than January 2015. The number of members with a certificate has decreased by 188 since May 2015 year-end. More specifically:

- Level 1 Certificates have decreased by -1.58%
- Level 2 Certificates have decreased by -1.53%
- Level 3 Certificates have increased by 3.01%

263 people earned a new certificate in January and 962 people renewed their certificate. Also, members with a certificate account for 35% of our membership.

Region	January 2016	January 2015	Diff	% Diff
Mideast	1,710	1,751	-41	-2%
Northeast	753	773	-20	-3%
Southeast	8,814	9,078	-264	-3%
West	1,388	1,365	23	2%
Midwest	4,178	4,172	6	0%
Northwest	2,349	2,150	199	9%
Southwest	780	773	-90	0%
Misc.	50	54	-4	-
Total	20,022	20,062	-94	-0.5%



SNA STATE ASSOCIATION

MEMBERSHIP, CERTIFICATE PROGRAM & CREDENTIALING REPORT

January 2016	(Applications processed through 1/31/2016)												
	January 2016	December 2015	+/- Members	New Members	Reinstated Members	Expired Members	Grace Members	SDMs	2015/16 3% Goal	Jan 2016 Cert Program	+/- Prior Month	Jan 2016 Credentialing	+/- Prior Month
MIDEAST REGION													
Delaware	963	971	-8	17	4	29	71	740	908	172	-11	9	0
Dist. of Columbia	21	21	0	0	0	0	0	10	21	1	0	0	0
Indiana	1,337	1,346	-9	12	0	19	85	678	1,394	344	-1	28	0
Maryland	474	478	-4	3	1	7	14	63	526	264	-4	19	-2
Michigan	1,631	1,652	-21	14	5	33	162	715	1,756	344	1	42	0
Ohio	1,415	1,446	-31	17	1	38	56	628	1,496	528	0	55	0
West Virginia	270	269	1	9	0	9	25	188	278	57	-1	4	0
TOTAL	6,111	6,183	-72	72	11	135	413	3,022	6,379	1,710	-16	157	-2
NORTHEAST REGION													
Connecticut	464	476	-12	3	1	16	80	158	506	144	1	15	0
Maine	305	310	-5	1	9	14	27	104	334	93	-4	23	0
Massachusetts	996	999	-3	7	2	14	140	612	1,015	163	0	56	0
New Hampshire	376	381	-5	3	3	8	15	196	400	139	-4	11	0
New Jersey	720	681	39	48	2	13	55	307	506	44	2	15	0
New York	596	575	21	18	4	0	53	255	579	76	-1	48	0
Pennsylvania	931	921	10	15	3	9	52	393	817	78	1	31	0
Rhode Island	6	6	0	0	0	0	0	0	7	0	0	3	0
Vermont	124	126	-2	0	0	2	22	27	114	16	0	9	0
TOTAL	4,518	4,475	43	95	24	76	444	2,052	4,278	753	-5	211	0
SOUTHEAST REGION													
Alabama	2,433	2,337	96	122	4	30	260	1,545	2,348	1,112	3	16	0
Florida	2,568	2,571	-3	30	7	41	271	606	2,614	1,575	-11	77	0
Georgia	4,468	4,543	-75	58	5	117	437	2,888	4,455	1,675	-26	57	0
Kentucky	1,918	1,941	-23	10	3	33	130	976	2,015	764	5	52	0
Mississippi	885	920	-35	0	3	37	33	577	928	80	0	8	1
North Carolina	2,617	2,667	-50	14	5	66	119	1,678	2,845	743	-4	46	0
South Carolina	1,955	1,692	263	86	181	35	189	1,543	1,865	404	-5	14	0
Tennessee	3,424	3,417	7	82	3	69	160	2,668	3,687	1,694	14	41	0
Virginia	1,657	1,685	-28	7	5	41	101	546	1,719	767	0	67	1
TOTAL	21,925	21,773	152	409	216	469	1,700	13,027	22,476	8,814	-24	378	2
WEST REGION													
Arizona	987	1,013	-26	3	29	70	172	660	1,075	128	-4	47	1
California	1,666	1,719	-53	15	5	72	170	482	1,580	196	-3	117	-1
Hawaii	277	277	0	0	0	0	8	266	287	2	0	1	0
Nevada	99	99	0	2	0	2	2	45	106	16	-1	3	0
New Mexico	883	881	2	10	0	3	22	390	885	420	-1	12	0
Utah	994	994	0	8	3	12	33	256	1,031	626	1	15	0
TOTAL	4,906	4,983	-77	38	37	159	407	2,099	4,964	1,388	-8	195	0



SNA STATE ASSOCIATION

MEMBERSHIP, CERTIFICATE PROGRAM & CREDENTIALING REPORT

January 2016	(continued)												
	January 2016	December 2015	+/- Members	New Members	Reinstated Members	Expired Members	Grace Members	SDMs	2015/16 3% Goal	Jan 2016 Cert Program	+/- Prior Month	Jan 2016 Credentialing	+/- Prior Month
MIDWEST REGION													
Illinois	553	559	-6	2	0	4	23	166	586	109	8	39	-1
Iowa	935	941	-6	10	1	17	70	146	974	594	3	19	0
Minnesota	3,009	2,999	10	33	3	30	146	725	3,070	2,354	28	74	1
Missouri	936	937	-1	15	2	19	29	351	884	422	2	30	0
Nebraska	370	374	-4	0	0	4	17	63	400	125	0	5	0
North Dakota	277	280	-3	1	1	5	11	10	286	41	1	5	0
South Dakota	426	363	63	2	68	4	15	199	447	113	0	4	0
Wisconsin	1,224	1,217	7	15	0	8	106	467	1,275	420	-5	33	0
TOTAL	7,730	7,670	60	78	75	91	417	2,127	7,922	4,178	37	209	0
NORTHWEST REGION													
Alaska	138	142	-4	21	0	26	63	58	145	14	-2	3	0
Idaho	991	1,038	-47	9	0	61	74	391	1,036	482	92	16	0
Montana	204	202	2	2	0	0	4	16	222	57	-1	2	0
Oregon	494	510	-16	4	0	20	123	235	509	123	-1	13	0
Washington	2,345	2,346	-1	29	9	28	131	655	2,412	1,524	-5	36	0
Wyoming	315	313	2	2	1	0	64	184	301	149	-1	3	0
TOTAL	4,487	4,551	-64	67	10	135	459	1,539	4,625	2,349	82	73	0
SOUTHWEST REGION													
Arkansas	799	699	100	68	15	16	108	348	691	54	0	8	0
Colorado	836	845	-9	9	2	13	32	404	805	177	-3	44	-1
Kansas	441	446	-5	4	0	8	26	93	459	179	2	15	0
Louisiana	2,548	2,583	-35	4	0	52	322	1,847	2,820	80	-6	6	0
Oklahoma	943	941	2	11	1	5	65	598	913	243	-5	6	0
Texas	690	679	11	22	1	11	37	226	907	47	2	102	-1
TOTAL	6,257	6,193	64	118	19	105	590	3,516	6,595	780	-10	181	-2
SUBTOTAL	55,934	55,828	106	877	392	1,170	4,430	27,382	57,239	19,972	56	1,404	-2
Miscellaneous	519	519	0	38	0	2	1	0	573	50	5	49	5
GRAND TOTAL	56,453	56,347	106	915	392	1,172	4,431	27,382	57,812	20,022	61	1,453	3

NOTES: 1) There are a few reasons why the number of expired members does not always equal the number of new and reinstated members minus the difference (+/-) in members. Most are related to SDM such as transfers and aligning renewal dates. Other reasons include an active member moving to a different state. Grace members are included in the total number of members. 2) Miscellaneous members includes industry members, international members and members in US territories such as Guam and the USVI.



SNA STATE ASSOCIATION

MEMBERSHIP RETENTION ANALYSIS REPORT

January 2016	Year To Date Retention						
	Jan 2016	May 2015	+/- Members	Reinstated Members	Expired Members	Retention Rate	2015/16 3% Goal
MIDEAST REGION							
Delaware	963	882	81	92	113	98%	908
Dist. of Columbia	21	20	1	0	4	80%	21
Indiana	1,337	1,353	-16	14	161	89%	1,394
Maryland	474	511	-37	17	77	88%	526
Michigan	1,631	1,705	-74	35	427	77%	1,756
Ohio	1,415	1,452	-37	11	169	89%	1,496
West Virginia	270	270	0	14	46	88%	278
TOTAL	6,111	6,193	-82	183	997	87%	6,379
NORTHEAST REGION							
Connecticut	464	491	-27	7	76	86%	506
Maine	305	324	-19	17	75	82%	334
Massachusetts	996	985	11	39	150	89%	1,015
New Hampshire	376	388	-12	29	68	90%	400
New Jersey	720	491	229	10	57	90%	506
New York	596	562	34	20	70	91%	579
Pennsylvania	931	793	138	13	98	89%	817
Rhode Island	6	6	0	0	0	100%	7
Vermont	124	111	13	0	14	87%	114
TOTAL	4,518	4,151	367	135	608	89%	4,278
SOUTHEAST REGION							
Alabama	2,433	2,280	153	17	222	91%	2,348
Florida	2,568	2,538	30	198	468	89%	2,614
Georgia	4,468	4,325	143	55	579	88%	4,455
Kentucky	1,918	1,956	-38	16	239	89%	2,015
Mississippi	885	901	-16	27	178	83%	928
North Carolina	2,617	2,762	-145	27	358	88%	2,845
South Carolina	1,955	1,811	144	262	439	90%	1,865
Tennessee	3,424	3,580	-156	69	534	87%	3,687
Virginia	1,657	1,669	-12	20	221	88%	1,719
TOTAL	21,925	21,822	103	691	3,238	88%	22,476
WEST REGION							
Arizona	987	1,044	-57	75	300	78%	1,075
California	1,666	1,534	132	49	349	80%	1,580
Hawaii	277	279	-2	0	3	99%	287
Nevada	99	103	-4	0	16	84%	106
New Mexico	883	859	24	20	140	86%	885
Utah	994	1,001	-7	12	139	87%	1,031
TOTAL	4,906	4,820	86	156	947	84%	4,964



SNA STATE ASSOCIATION

MEMBERSHIP RETENTION ANALYSIS REPORT

January 2016

(continued)

	Jan 2016	May 2015	+/- Members	Reinstated Members	Expired Members	Retention Rate	2015/16 3% Goal
MIDWEST REGION							
Illinois	553	569	-16	9	86	86%	586
Iowa	935	946	-11	5	120	88%	974
Minnesota	3,009	2,981	28	26	287	91%	3,070
Missouri	936	858	78	16	109	89%	884
Nebraska	370	388	-18	4	58	86%	400
North Dakota	277	278	-1	6	61	80%	286
South Dakota	426	434	-8	73	111	91%	447
Wisconsin	1,224	1,238	-14	11	99	93%	1,275
TOTAL	7,730	7,692	38	150	931	90%	7,922
NORTHWEST REGION							
Alaska	138	141	-3	3	31	80%	145
Idaho	991	1,006	-15	7	146	86%	1,036
Montana	204	216	-12	1	36	84%	222
Oregon	494	494	0	4	45	92%	509
Washington	2,345	2,342	3	32	239	91%	2,412
Wyoming	315	292	23	3	30	91%	301
TOTAL	4,487	4,491	-4	50	527	89%	4,625
SOUTHWEST REGION							
Arkansas	799	671	128	18	83	90%	691
Colorado	836	782	54	13	158	81%	805
Kansas	441	446	-5	9	94	81%	459
Louisiana	2,548	2,738	-190	19	371	87%	2,820
Oklahoma	943	886	57	72	109	96%	913
Texas	690	881	-191	50	362	65%	907
TOTAL	6,257	6,404	-147	181	1,177	84%	6,595
SUBTOTAL	55,934	55,573	361	1,546	8,425	88%	57,239
Miscellaneous	519	556	-37	0	75	*	573
GRAND TOTAL	56,453	56,129	324	1,546	8,500	88%	57,812

Note: The retention rate will be skewing slightly higher as this report does not contain a full year of data. In 2014-15, SNA's national retention rate was 82%, and in 2014, the average association retention rate was 80%.



SNA STATE ASSOCIATION

ANNUAL MEMBERSHIP COMPARISON

January 2016

	January 2016	January 2015	+/- Members	Percentage Difference
MIDEAST REGION				
Delaware	963	949	14	1%
Dist. of Columbia	21	18	3	17%
Indiana	1,337	1,309	28	2%
Maryland	474	504	-30	-6%
Michigan	1,631	1,719	-88	-5%
Ohio	1,415	1,448	-33	-2%
West Virginia	270	281	-11	-4%
TOTAL	6,111	6,228	-117	-2%
NORTHEAST REGION				
Connecticut	464	499	-35	-7%
Maine	305	320	-15	-5%
Massachusetts	996	949	47	5%
New Hampshire	376	357	19	5%
New Jersey	720	400	320	80%
New York	596	569	27	5%
Pennsylvania	931	683	248	36%
Rhode Island	6	8	-2	-25%
Vermont	124	114	10	9%
TOTAL	4,518	3,899	619	16%
SOUTHEAST REGION				
Alabama	2,433	2,228	205	9%
Florida	2,568	2,707	-139	-5%
Georgia	4,468	4,358	110	3%
Kentucky	1,918	1,893	25	1%
Mississippi	885	927	-42	-5%
North Carolina	2,617	2,568	49	2%
South Carolina	1,955	1,968	-13	-1%
Tennessee	3,424	3,417	7	0%
Virginia	1,657	1,680	-23	-1%
TOTAL	21,925	21,746	179	1%
WEST REGION				
Arizona	987	998	-11	-1%
California	1,666	1,572	94	6%
Hawaii	277	278	-1	0%
Nevada	99	98	1	1%
New Mexico	883	809	74	9%
Utah	994	957	37	4%
TOTAL	4,906	4,712	194	4%



SNA STATE ASSOCIATION

ANNUAL MEMBERSHIP COMPARISON

January 2016

	January 2016	January 2015	+/- Members	Percentage Difference
MIDWEST REGION				
Illinois	553	539	14	3%
Iowa	935	911	24	3%
Minnesota	3,009	2,919	90	3%
Missouri	936	866	70	8%
Nebraska	370	356	14	4%
North Dakota	277	256	21	8%
South Dakota	426	423	3	1%
Wisconsin	1,224	1,205	19	2%
TOTAL	7,730	7,475	255	3%
NORTHWEST REGION				
Alaska	138	142	-4	-3%
Idaho	991	962	29	3%
Montana	204	195	9	5%
Oregon	494	449	45	10%
Washington	2,345	2,341	4	0%
Wyoming	315	258	57	22%
TOTAL	4,487	4,347	140	3%
SOUTHWEST REGION				
Arkansas	799	686	113	16%
Colorado	836	732	104	14%
Kansas	441	434	7	2%
Louisiana	2,548	2,796	-248	-9%
Oklahoma	943	740	203	27%
Texas	690	854	-164	-19%
TOTAL	6,257	6,242	15	0%
SUBTOTAL	55,934	54,649	1,285	2.4%
Miscellaneous	519	522	-3	-1%
GRAND TOTAL	56,453	55,171	1,282	2.3%



1 TO 500 DIVISION

STATE MEMBERSHIP GROWTH RANKINGS

January 2016

	State	+/- Members	Jan 2016	May 2015	Members Diff in %	Ranking % Growth	2015/2016 3% Goal
1	New Jersey	229	720	491	46.6%	1	506
2	Wyoming	23	315	292	7.9%	3	301
3	Vermont	13	124	111	11.7%	2	114
4	Dist. of Columbia	1	21	20	5.0%	4	21
5	Oregon	0	494	494	0.0%	5	509
6	West Virginia	0	270	270	0.0%	5	278
7	Rhode Island	0	6	6	0.0%	5	7
8	North Dakota	-1	277	278	-0.4%	8	286
9	Hawaii	-2	277	279	-0.7%	9	287
10	Alaska	-3	138	141	-2.1%	12	145
11	Nevada	-4	99	103	-3.9%	14	106
12	Kansas	-5	441	446	-1.1%	10	459
13	South Dakota	-8	426	434	-1.8%	11	447
14	New Hampshire	-12	376	388	-3.1%	13	400
15	Montana	-12	204	216	-5.6%	17	222
16	Nebraska	-18	370	388	-4.6%	15	400
17	Maine	-19	305	324	-5.9%	18	334
18	Connecticut	-27	464	491	-5.5%	16	506

Guidelines to determine Membership Division Champions require that although one state may be ranked #1 in both categories at time of report, awards will be given to the top 2 ranking states in each division, one for increase in the number of members and one for percentage increase. Awards are also given to states which increase membership and achieve the annual membership goal.



501 TO 1,000 DIVISION

STATE MEMBERSHIP GROWTH RANKINGS

January 2016

	State	+/- Members	Jan 2016	May 2015	Members Diff in %	Ranking % Growth	2015/2016 3% Goal
1	Pennsylvania	138	931	793	17.4%	2	817
2	Arkansas	128	799	671	19.1%	1	691
3	Delaware	81	963	882	9.2%	3	908
4	Missouri	78	936	858	9.1%	4	884
5	Oklahoma	57	943	886	6.4%	6	913
6	Colorado	54	836	782	6.9%	5	805
7	New York	34	596	562	6.0%	7	579
8	New Mexico	24	883	859	2.8%	8	885
9	Massachusetts	11	996	985	1.1%	9	1,015
10	Iowa	-11	935	946	-1.2%	10	974
11	Mississippi	-16	885	901	-1.8%	11	928
12	Illinois	-16	553	569	-2.8%	12	586
13	Maryland	-37	474	511	-7.2%	13	526
14	Texas	-191	690	881	-21.7%	14	907

Guidelines to determine Membership Division Champions require that although one state may be ranked #1 in both categories at time of report, awards will be given to the top 2 ranking states in each division, one for increase in the number of members and one for percentage increase. Awards are also given to states which increase membership and achieve the annual membership goal.



1,001+ DIVISION

STATE MEMBERSHIP GROWTH RANKINGS

January 2016

	State	+/- Members	Jan 2016	May 2015	Members Diff in %	Ranking % Growth	2015/2016 3% Goal
1	Alabama	153	2,433	2,280	6.7%	3	2,348
2	South Carolina	144	1,955	1,811	8.0%	2	1,865
3	Georgia	143	4,468	4,325	3.3%	4	4,455
4	California	132	1,666	1,534	8.6%	1	1,580
5	Florida	30	2,568	2,538	1.2%	5	2,614
6	Minnesota	28	3,009	2,981	0.9%	6	3,070
7	Washington	3	2,345	2,342	0.1%	7	2,412
8	Utah	-7	994	1,001	-0.7%	8	1,031
9	Virginia	-12	1,657	1,669	-0.7%	8	1,719
10	Wisconsin	-14	1,224	1,238	-1.1%	10	1,275
11	Idaho	-15	991	1,006	-1.5%	12	1,036
12	Indiana	-16	1,337	1,353	-1.2%	11	1,394
13	Ohio	-37	1,415	1,452	-2.5%	14	1,496
14	Kentucky	-38	1,918	1,956	-1.9%	13	2,015
15	Arizona	-57	987	1,044	-5.5%	18	1,075
16	Michigan	-74	1,631	1,705	-4.3%	15	1,756
17	North Carolina	-145	2,617	2,762	-5.2%	17	2,845
18	Tennessee	-156	3,424	3,580	-4.4%	16	3,687
19	Louisiana	-190	2,548	2,738	-6.9%	19	2,820

Guidelines to determine Membership Division Champions require that although one state may be ranked #1 in both categories at time of report, awards will be given to the top 2 ranking states in each division, one for increase in the number of members and one for percentage increase. Awards are also given to states which increase membership and achieve the annual membership goal.



MEMBERSHIP PROFILE

January 2016

	January 2016	May 2015	+/- Members	Membership %	Change Percent	SDM (current)	Cert (current)
School Nutrition Employees	28,297	27,949	348	50%	1%	15,501	10,410
School Nutrition Managers	18,452	18,480	-28	33%	0%	9,548	6,434
District Directors Directors	5,526	5,424	102	10%	2%	1,298	1,516
Retired	552	565	-13	1%	-2%	n/a	124
Affiliate	1,589	1,703	-114	3%	-7%	n/a	701
State Agency Directors	614	592	22	1%	4%	389	67
Major City Directors	480	458	22	1%	5%	276	110
Other	153	151	2	*	1%	370	633
Industry Individual	45	44	1	*	2%	n/a	-
Life	68	67	1	*	1%	n/a	2
Corporate Industry + Patron	467	490	-23	1%	-5%	n/a	-
Allied Groups	1	-	-	*		n/a	-
Educators	71	76	-5	*	-7%	n/a	11
Student	134	124	10	*	8%	n/a	14
International	4	6	-2	*	-	n/a	-
TOTAL MEMBERS	56,453	56,129	324	100%	0.6%	27,382	20,022

Note: * is less than 1%



SCHOOL DISTRICT OWNED MEMBERSHIP (SDM)

REPORT

January 2016 (Applications processed through 1/31/2016)

	January 2016	December 2015	+/- Members	May 2015	+/- Members	% of Total Membership
MIDEAST REGION						
Delaware	740	754	-14	616	124	77%
Dist. of Columbia	10	10	0	10	0	48%
Indiana	678	683	-5	659	19	51%
Maryland	63	56	7	56	0	13%
Michigan	715	739	-24	728	-13	44%
Ohio	628	636	-8	589	39	44%
West Virginia	188	191	-3	197	-9	70%
TOTAL	3,022	3,069	-47	2,855	160	49%

NORTHEAST REGION

Connecticut	158	166	-8	174	-16	34%
Maine	104	108	-4	124	-20	34%
Massachusetts	612	618	-6	580	32	61%
New Hampshire	196	200	-4	190	6	52%
New Jersey	307	265	42	191	116	43%
New York	255	254	1	220	35	43%
Pennsylvania	393	379	14	232	161	42%
Rhode Island	0	0	0	0	0	0%
Vermont	27	27	0	27	0	22%
TOTAL	2,052	2,017	35	1,738	314	45%

SOUTHEAST REGION

Alabama	1,545	1,466	79	1,427	118	64%
Florida	606	602	4	480	126	24%
Georgia	2,888	2,926	-38	2,769	119	65%
Kentucky	976	961	15	875	101	51%
Mississippi	577	582	-5	549	28	65%
North Carolina	1,678	1,675	3	1,727	-49	64%
South Carolina	1,543	1,277	266	1,275	268	79%
Tennessee	2,668	2,630	38	2,689	-21	78%
Virginia	546	556	-10	453	93	33%
TOTAL	13,027	12,675	352	12,244	783	59%

WEST REGION

Arizona	660	691	-31	743	-83	67%
California	482	488	-6	320	162	29%
Hawaii	266	266	0	265	1	96%
Nevada	45	47	-2	50	-5	45%
New Mexico	390	393	-3	422	-32	44%
Utah	256	256	0	226	30	26%
TOTAL	2,099	2,141	-42	2,026	73	43%



SCHOOL DISTRICT OWNED MEMBERSHIP (SDM)

REPORT

January 2016

	January 2016	December 2015	+/- Members	May 2015	+/- Members	% of Total Membership
MIDWEST REGION						
Illinois	166	166	0	143	23	30%
Iowa	146	141	5	124	22	16%
Minnesota	725	716	9	689	36	24%
Missouri	351	346	5	269	82	38%
Nebraska	63	67	-4	54	9	17%
North Dakota	10	9	1	9	1	4%
South Dakota	199	137	62	196	3	47%
Wisconsin	467	462	5	445	22	38%
TOTAL	2,127	2,044	83	1,929	198	28%
NORTHWEST REGION						
Alaska	58	76	-18	84	-26	42%
Idaho	391	386	5	365	26	39%
Montana	16	14	2	14	2	8%
Oregon	235	257	-22	242	-7	48%
Washington	655	654	1	568	87	28%
Wyoming	184	184	0	178	6	58%
TOTAL	1,539	1,571	-32	1,451	88	34%
SOUTHWEST REGION						
Arkansas	348	214	134	102	246	44%
Colorado	404	404	0	318	86	48%
Kansas	93	93	0	73	20	21%
Louisiana	1,847	1,869	-22	1,841	6	72%
Oklahoma	598	597	1	591	7	63%
Texas	226	224	2	415	-189	33%
TOTAL	3,516	3,401	115	3,340	176	56%
SUBTOTAL	27,382	26,918	464	25,583	1,792	49%
Miscellaneous	0	0	0	0	0	0%
GRAND TOTAL	27,382	26,918	464	25,583	1,799	49%



SNA STATE ASSOCIATION CERTIFICATE PROGRAM REPORT

January 2016 (Applications processed through 1/31/2016)

	Jan 2016	Dec 2015	+/-	May 2015	+/-	% Diff in Cert	Jan 2015	2015/2016 3% Goal	% of Total Membership
MIDEAST REGION									
Delaware	172	183	-11	183	-11	-6%	172	188	18%
Dist. of Columbia	1	1	0	1	0	-	1	2	5%
Indiana	344	345	-1	349	-5	-1%	354	359	26%
Maryland	264	268	-4	307	-43	-14%	304	316	56%
Michigan	344	343	1	351	-7	-2%	361	362	21%
Ohio	528	528	0	551	-23	-4%	513	568	37%
West Virginia	57	58	-1	44	13	30%	46	45	21%
TOTAL	1,710	1,726	-16	1,786	-76	-4%	1,751	1,840	28%
NORTHEAST REGION									
Connecticut	144	143	1	150	-6	-4%	148	155	31%
Maine	93	97	-4	104	-11	-11%	106	107	30%
Massachusetts	163	163	0	148	15	10%	152	152	16%
New Hampshire	139	143	-4	152	-13	-9%	150	157	37%
New Jersey	44	42	2	44	0	0%	43	45	6%
New York	76	77	-1	76	0	0%	75	78	13%
Pennsylvania	78	77	1	87	-9	-10%	83	90	8%
Rhode Island	0	0	0	0	0	-	0	1	0%
Vermont	16	16	0	16	0	0%	16	17	13%
TOTAL	753	758	-5	777	-24	-3%	773	802	17%
SOUTHEAST REGION									
Alabama	1,112	1,109	3	1,102	10	1%	1,109	1,135	46%
Florida	1,575	1,586	-11	1,635	-60	-4%	1,671	1,684	61%
Georgia	1,675	1,701	-26	1,779	-104	-6%	1,748	1,832	37%
Kentucky	764	759	5	748	16	2%	748	770	40%
Mississippi	80	80	0	86	-6	-7%	75	89	9%
North Carolina	743	747	-4	762	-19	-2%	787	785	28%
South Carolina	404	409	-5	429	-25	-6%	444	442	21%
Tennessee	1,694	1,680	14	1,682	12	1%	1,684	1,732	49%
Virginia	767	767	0	803	-36	-4%	812	827	46%
TOTAL	8,814	8,838	-24	9,026	-212	-2%	9,078	9,296	40%
WEST REGION									
Arizona	128	132	-4	137	-9	-7%	119	141	13%
California	196	199	-3	191	5	3%	188	197	12%
Hawaii	2	2	0	0	2	-	0	1	1%
Nevada	16	17	-1	17	-1	-6%	18	18	16%
New Mexico	420	421	-1	389	31	8%	399	401	48%
Utah	626	625	1	633	-7	-1%	641	652	63%
TOTAL	1,388	1,396	-8	1,367	21	2%	1,365	1,410	28%



SNA STATE ASSOCIATION CERTIFICATE PROGRAM REPORT

January 2016

	Jan 2016	Dec 2015	+/-	May 2015	+/-	% Diff in Cert	Jan 2015	2015/2016 3% Goal	% of Total Membership
MIDWEST REGION									
Illinois	109	101	8	101	8	8%	92	104	20%
Iowa	594	591	3	590	4	1%	595	608	64%
Minnesota	2,354	2,326	28	2317	37	2%	2,319	2,387	78%
Missouri	422	420	2	420	2	0%	436	433	45%
Nebraska	125	125	0	135	-10	-7%	139	139	34%
North Dakota	41	40	1	46	-5	-11%	44	47	15%
South Dakota	113	113	0	114	-1	-1%	110	117	27%
Wisconsin	420	425	-5	426	-6	-1%	437	439	34%
TOTAL	4,178	4,141	37	4,149	29	1%	4,172	4,274	54%
NORTHWEST REGION									
Alaska	14	16	-2	16	-2	-13%	15	17	10%
Idaho	482	390	92	391	91	23%	362	403	49%
Montana	57	58	-1	60	-3	-5%	60	62	28%
Oregon	123	124	-1	129	-6	-5%	116	133	25%
Washington	1,524	1,529	-5	1,533	-9	-1%	1,555	1,579	65%
Wyoming	149	150	-1	139	10	7%	42	143	47%
TOTAL	2,349	2,267	82	2,268	81	4%	2,150	2,337	52%
SOUTHWEST REGION									
Arkansas	54	54	0	54	0	0%	36	56	7%
Colorado	177	180	-3	192	-15	-8%	182	198	21%
Kansas	179	177	2	176	3	2%	188	181	41%
Louisiana	80	86	-6	97	-17	-18%	88	100	3%
Oklahoma	243	248	-5	234	9	4%	230	241	26%
Texas	47	45	2	46	1	2%	49	47	7%
TOTAL	780	790	-10	799	-19	-2%	773	823	12%
SUBTOTAL	19,972	19,916	56	20,172	-200	-1%	20,062	20,782	36%
Miscellaneous	50	45	5	38	12	-	54	39	10%
GRAND TOTAL	20,022	19,961	61	20,210	-188	-1%	20,116	20,821	35%



SNA STATE ASSOCIATION CREDENTIALING (SNS) REPORT

January 2016 (Applications processed through 1/31/2016)

	Jan 2016	Dec 2015	+/-	May 2015	+/-	% Diff in Cred	Jan 2015	# Times Exam Hosted
MIDEAST REGION								
Delaware	9	9	0	10	-1	-10%	10	0
Dist. of Columbia	0	0	0	0	0	-	0	11
Indiana	28	28	0	23	5	22%	23	4
Maryland	19	21	-2	24	-5	-21%	23	3
Michigan	42	42	0	37	5	14%	40	9
Ohio	55	55	0	53	2	4%	53	5
West Virginia	4	4	0	4	0	0%	4	0
TOTAL	157	159	-2	151	6	4%	153	32

NORTHEAST REGION

Connecticut	15	15	0	18	-3	-17%	18	3
Maine	23	23	0	20	3	15%	19	4
Massachusetts	56	56	0	54	2	4%	54	8
New Hampshire	11	11	0	13	-2	-15%	13	2
New Jersey	15	15	0	12	3	25%	11	4
New York	48	48	0	48	0	0%	49	16
Pennsylvania	31	31	0	32	-1	-3%	32	14
Rhode Island	3	3	0	3	0	0%	4	1
Vermont	9	9	0	8	1	13%	8	6
TOTAL	211	211	0	208	3	1%	208	58

SOUTHEAST REGION

Alabama	16	16	0	17	-1	-6%	16	0
Florida	77	77	0	74	3	4%	74	13
Georgia	57	57	0	55	2	4%	62	14
Kentucky	52	52	0	47	5	11%	48	11
Mississippi	8	7	1	4	4	100%	2	0
North Carolina	46	46	0	36	10	28%	37	7
South Carolina	14	14	0	15	-1	-7%	15	3
Tennessee	41	41	0	41	0	0%	43	16
Virginia	67	66	1	64	3	5%	65	21
TOTAL	378	376	2	353	25	7%	362	85

WEST REGION

Arizona	47	46	1	51	-4	-8%	53	11
California	117	118	-1	101	16	16%	101	17
Hawaii	1	1	0	1	0	0%	1	3
Nevada	3	3	0	3	0	0%	3	2
New Mexico	12	12	0	13	-1	-8%	14	4
Utah	15	15	0	10	5	50%	10	3
TOTAL	195	195	0	179	16	9%	182	40



SNA STATE ASSOCIATION CREDENTIALING (SNS) REPORT

January 2016

	Jan 2016	Dec 2015	+/-	May 2015	+/-	% Diff in Cred	Jan 2015	# Times Exam Hosted
MIDWEST REGION								
Illinois	39	40	-1	37	2	5%	37	6
Iowa	19	19	0	18	1	6%	18	5
Minnesota	74	73	1	68	6	9%	67	9
Missouri	30	30	0	24	6	25%	25	6
Nebraska	5	5	0	4	1	25%	4	0
North Dakota	5	5	0	4	1	25%	5	0
South Dakota	4	4	0	4	0	0%	5	1
Wisconsin	33	33	0	33	0	0%	34	12
TOTAL	209	209	0	192	17	9%	195	39
NORTHWEST REGION								
Alaska	3	3	0	3	0	0%	3	0
Idaho	16	16	0	10	6	60%	10	2
Montana	2	2	0	2	0	0%	2	0
Oregon	13	13	0	12	1	8%	12	2
Washington	36	36	0	32	4	13%	32	6
Wyoming	3	3	0	3	0	0%	3	0
TOTAL	73	73	0	62	11	18%	62	10
SOUTHWEST REGION								
Arkansas	8	8	0	10	-2	-20%	10	2
Colorado	44	45	-1	39	5	13%	38	7
Kansas	15	15	0	15	0	0%	15	1
Louisiana	6	6	0	7	-1	-14%	7	2
Oklahoma	6	6	0	6	0	0%	7	1
Texas	102	103	-1	102	0	0%	101	19
TOTAL	181	183	-2	179	2	1%	178	32
SUBTOTAL	1,404	1,406	-2	1,324	80	6%	1,340	296
Miscellaneous	49	44	5	32	17	53%	31	1
GRAND TOTAL	1,453	1,450	3	1,356	97	7%	1,371	297