



TO: SNA Board of Directors and State Leaders
CC: Jen Lewi
FROM: Laura Maynard
SUBJECT: July 2020 Membership, Certificate & Credentialing Program Report
DATE: August 6, 2020

Membership Overview

The July 2020 Membership Report shows that we have 52,369 members. This is a decrease of 4,455 members compared to July 2019 and 1,147 less than June 2020 and 2170 less than May 2020 year-end total. The drop in membership continues to be concerning and is mainly attributed to the COVID-19 pandemic and the usual seasonal decline.

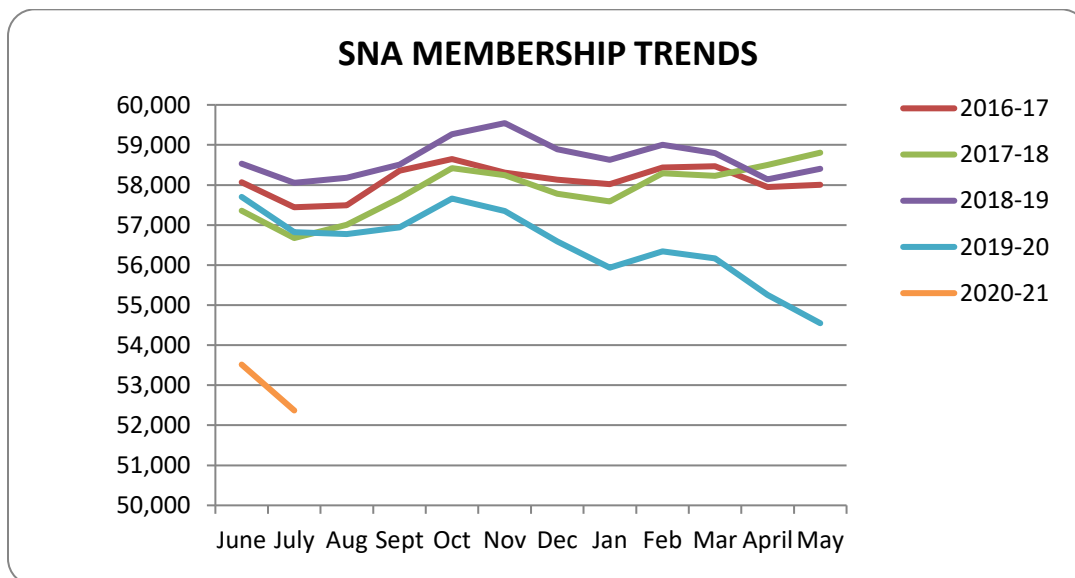
All seven regions have significantly less members when compared with this time last year. The biggest declines are in the Southeast (#) and Southwest (%).

Region	July 2020	July 2019	Diff	% Diff
Mideast	6,251	6,792	-541	-8%
Northeast	4,104	4,549	-445	-10%
Southeast	20,517	21,862	-1,345	-6%
West	4,869	5,162	-293	-6%
Midwest	7,341	8,031	-690	-9%
Northwest	4,049	4,431	-382	-9%
Southwest	4,823	5,511	-688	-12%
Misc.	415	486	-71	-15%
Total	52,369	56,824	-4,455	-7.8%

Since May 2020 year-end, the number of Major City Directors and District Directors have decreased by 24 and 190 respectively. Employee members have also decreased by 1,098 and Managers by 749. The two categories account for most of the decline in membership.

Membership Trends

Membership numbers generally decline during the summer vacation months and the winter and then bounce back in the fall and spring. The drop in membership this month is a combination of the usual summer decline and the COVID-19 pandemic. Membership numbers are back to 2013-14 levels.



Continued...

School District Membership (SDM)

The total number of SDMs for July 2020 is 32,416 which is 1,190 less than the May 2020 year-end total. SDMs currently account for 61.9% of the total membership. The chart below shows the top 10 SDM states.

Top 10 SDM States

Georgia	2,818	Kentucky	1,187
Tennessee	2,447	Minnesota	1,185
Florida	2,135	Michigan	1,133
North Carolina	1,971	South Carolina	1,030
Alabama	1,659	Virginia	1,020

Credentialing Overview

The July Credentialing Report shows that there are 1,623 credentialed members. This is 47 less than May 2020 year-end and due to all exams being postponed due to the pandemic.

Certificate Program Overview

The July 2020 Certificate Program Report shows that we have 16,677 certificate holders, which is 353 less than May 2020 year-end total. See table below for more details.

Level	July 2020	May 2020	% Diff
Level 1	11,531	11,898	-3.08%
Level 2	445	411	8.27%
Level 3	1,462	1,478	-1.08%
Level 4	3,239	3,243	-0.12%
Total	16,677	17,030	-2.07%

Region	July 2020	July 2019	Diff	% Diff
Midwest	1,285	1,431	-146	-10%
Northeast	642	672	-30	-4%
Southeast	7,382	7,929	-547	-7%
West	1,175	1,302	-127	-10%
Midwest	3,640	3,824	-184	-5%
Northwest	1,919	2,152	-233	-11%
Southwest	604	657	-53	-8%
Misc.	30	36	-	-
Total	16,677	18,003	-1,326	-7.4%

The COVID-19 pandemic continues to impact the certificate program and most of the decreases are within the Level 1 certificate renewals category. Only 73 people earned a new certificate this month and 1,045 people renewed their certificate. Members with a certificate account for 32% of our total membership.

If you have any questions, please email Imaynard@schoolnutrition.org.



SNA STATE ASSOCIATION

MEMBERSHIP, CERTIFICATE PROGRAM & CREDENTIALING REPORT

July 2020	(Applications processed through 7/31/2020)												
	July 2020	June 2020	+/- Members	New Members	Reinstated Members	Expired Members	Grace Members	SDMs	2020/21 1% Goal	July 2020 Cert Program	+/- Prior Month	July 2020 Credentialing	+/- Prior Month
MIDEAST REGION													
Delaware	1,000	1,077	-77	0	0	78	35	834	1,100	143	0	18	0
Dist. of Columbia	9	9	0	0	0	0	2	0	9	0	0	1	0
Indiana	1,218	1,287	-69	8	2	80	61	732	1,334	256	-6	44	0
Maryland	587	588	-1	2	0	7	36	294	566	277	-5	31	-2
Michigan	1,563	1,590	-27	9	9	40	114	1,133	1,635	176	0	37	-1
Ohio	1,425	1,458	-33	53	0	96	125	831	1,484	395	-2	60	-1
West Virginia	449	452	-3	0	0	2	100	382	474	38	0	9	0
TOTAL	6,251	6,461	-210	72	11	303	473	4,206	6,602	1,285	-13	200	-4
NORTHEAST REGION													
Connecticut	421	437	-16	1	1	17	20	197	438	113	2	7	0
Maine	334	337	-3	0	0	4	51	178	332	68	1	19	-1
Massachusetts	917	907	10	6	26	25	43	638	914	164	0	60	0
New Hampshire	305	307	-2	0	0	4	16	186	318	95	-4	11	0
New Jersey	463	475	-12	2	12	26	107	255	459	31	-1	16	-1
New York	822	816	6	3	8	2	28	554	839	98	0	48	-1
Pennsylvania	768	802	-34	2	4	43	123	374	815	62	0	32	0
Rhode Island	9	10	-1	0	0	1	4	0	10	0	0	1	0
Vermont	65	68	-3	1	0	4	6	16	92	11	0	11	0
TOTAL	4,104	4,159	-55	15	51	126	398	2,398	4,217	642	-2	205	-3
SOUTHEAST REGION													
Alabama	2,456	2,470	-14	12	4	40	95	1,659	2,503	1,149	-20	35	-1
Florida	3,034	3,068	-34	2	1	39	266	2,135	3,120	1,118	-4	89	-3
Georgia	3,623	3,655	-32	47	3	58	395	2,818	3,677	1,336	-6	64	0
Kentucky	1,906	1,933	-27	5	19	55	243	1,187	2,013	779	-67	38	-1
Mississippi	956	970	-14	11	3	29	80	663	988	55	-1	13	0
North Carolina	2,483	2,551	-68	2	5	85	116	1,971	2,634	581	0	62	0
South Carolina	1,268	1,328	-60	1	1	63	173	1,030	1,354	250	-25	20	0
Tennessee	3,036	3,130	-94	4	2	105	827	2,447	3,246	1,408	-9	46	6
Virginia	1,755	1,763	-8	9	1	23	169	1,020	1,806	706	-11	54	-1
TOTAL	20,517	20,868	-351	93	39	497	2,364	14,930	21,341	7,382	-143	421	0
WEST REGION													
Arizona	962	962	0	0	1	8	69	750	1,043	100	-1	52	0
California	1,564	1,588	-24	7	42	33	166	657	1,619	141	-4	134	-2
Hawaii	377	377	0	1	0	1	330	343	373	5	0	1	0
Nevada	63	66	-3	0	0	2	14	40	68	3	0	3	-1
New Mexico	828	883	-55	2	3	63	20	633	909	325	0	10	0
Utah	1,075	1,055	20	4	39	26	54	405	1,136	601	-5	18	0
TOTAL	4,869	4,931	-62	14	85	133	653	2,828	5,148	1,175	-10	218	-3



SNA STATE ASSOCIATION

MEMBERSHIP, CERTIFICATE PROGRAM & CREDENTIALING REPORT

July 2020	(continued)												
	July 2020	June 2020	+/- Members	New Members	Reinstated Members	Expired Members	Grace Members	SDMs	2020/21 1% Goal	July 2020 Cert Program	+/- Prior Month	July 2020 Credentialing	+/- Prior Month
MIDWEST REGION													
Illinois	534	538	-4	5	5	16	70	198	559	93	1	36	-2
Iowa	928	933	-5	7	1	13	46	254	974	538	-17	18	-1
Minnesota	2,921	2,949	-28	16	6	56	173	1,185	2,989	2,252	-15	69	0
Missouri	846	869	-23	13	0	28	68	365	878	247	-5	28	-1
Nebraska	372	410	-38	0	0	40	33	143	423	92	-5	4	-1
North Dakota	276	305	-29	1	0	30	20	101	314	70	0	8	0
South Dakota	461	504	-43	3	1	49	58	297	476	77	2	5	0
Wisconsin	1,003	1,031	-28	6	4	41	59	531	1,058	271	1	31	-1
TOTAL	7,341	7,539	-198	51	17	273	527	3,074	7,671	3,640	-38	199	-6
NORTHWEST REGION													
Alaska	61	61	0	0	0	0	2	2	63	14	0	7	0
Idaho	604	615	-11	2	0	13	45	351	642	255	0	19	0
Montana	218	237	-19	2	0	22	37	49	262	32	-5	4	0
Oregon	684	689	-5	1	1	7	37	512	693	59	-3	18	0
Washington	2,302	2,330	-28	6	5	37	154	851	2,348	1,481	-3	42	-2
Wyoming	180	188	-8	2	0	10	17	42	195	78	-1	3	0
TOTAL	4,049	4,120	-71	13	6	89	292	1,807	4,203	1,919	-12	93	-2
SOUTHWEST REGION													
Arkansas	476	478	-2	0	2	5	36	292	488	55	0	9	0
Colorado	868	921	-53	8	0	65	109	697	946	91	-1	79	-3
Kansas	486	497	-11	2	0	12	44	162	505	155	-5	16	0
Louisiana	1,244	1,297	-53	2	24	79	145	1,000	1,682	51	7	16	0
Oklahoma	913	957	-44	1	4	53	39	626	981	203	-2	7	0
Texas	836	827	9	49	8	57	50	396	862	49	0	101	0
TOTAL	4,823	4,977	-154	62	38	271	423	3,173	5,464	604	-1	228	-3
SUBTOTAL	51,954	53,055	-1,101	320	247	1,692	5,130	32,416	54,646	16,647	-219	1,564	-21
Miscellaneous	415	461	-46	2	1	42	6	0	472	30	-5	59	-7
GRAND TOTAL	52,369	53,516	-1,147	322	248	1,734	5,136	32,416	55,118	16,677	-224	1,623	-28

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

July 2020

Year To Date Retention

	July 2020	May 2020	+/- Members	Reinstated Members	Expired Members	Retention Rate	2020/21 1% Goal
MIDEAST REGION							
Delaware	1,000	1,089	-89	0	95	91%	1,100
Dist. of Columbia	9	8	1	0	0	100%	9
Indiana	1,218	1,321	-103	8	137	90%	1,334
Maryland	587	560	27	32	16	103%	566
Michigan	1,563	1,619	-56	10	74	96%	1,635
Ohio	1,425	1,469	-44	0	112	92%	1,484
West Virginia	449	469	-20	0	19	96%	474
TOTAL	6,251	6,535	-284	50	453	94%	6,602

NORTHEAST REGION

Connecticut	421	434	-13	3	23	95%	438
Maine	334	329	5	0	5	98%	332
Massachusetts	917	905	12	27	40	99%	914
New Hampshire	305	315	-10	0	22	93%	318
New Jersey	463	454	9	14	46	93%	459
New York	822	831	-9	8	33	97%	839
Pennsylvania	768	807	-39	4	53	94%	815
Rhode Island	9	9	0	0	1	89%	10
Vermont	65	91	-26	0	29	68%	92
TOTAL	4,104	4,175	-71	56	252	95%	4,217

SOUTHEAST REGION

Alabama	2,456	2,478	-22	6	68	97%	2,503
Florida	3,034	3,089	-55	3	69	98%	3,120
Georgia	3,623	3,641	-18	4	80	98%	3,677
Kentucky	1,906	1,974	-68	20	120	95%	2,013
Mississippi	956	978	-22	12	50	96%	988
North Carolina	2,483	2,608	-125	8	149	95%	2,634
South Carolina	1,268	1,341	-73	5	89	94%	1,354
Tennessee	3,036	3,214	-178	12	207	94%	3,246
Virginia	1,755	1,788	-33	3	53	97%	1,806
TOTAL	20,517	21,111	-594	73	885	96%	21,341

WEST REGION

Arizona	962	1,033	-71	5	100	91%	1,043
California	1,564	1,603	-39	56	88	98%	1,619
Hawaii	377	369	8	0	1	100%	373
Nevada	63	67	-4	0	3	96%	68
New Mexico	828	900	-72	3	88	91%	909
Utah	1,075	1,125	-50	40	114	93%	1,136
TOTAL	4,869	5,097	-228	104	394	94%	5,148



SNA STATE ASSOCIATION

MEMBERSHIP RETENTION ANALYSIS REPORT

July 2020

(continued)

	July 2020	May 2020	+/- Members	Reinstated Members	Expired Members	Retention Rate	2020/21 1% Goal
MIDWEST REGION							
Illinois	534	553	-19	5	38	94%	559
Iowa	928	964	-36	5	59	94%	974
Minnesota	2,921	2,959	-38	15	101	97%	2,989
Missouri	846	869	-23	2	54	94%	878
Nebraska	372	419	-47	0	53	87%	423
North Dakota	276	311	-35	0	39	87%	314
South Dakota	461	471	-10	47	67	96%	476
Wisconsin	1,003	1,047	-44	5	64	94%	1,058
TOTAL	7,341	7,593	-252	79	475	95%	7,671
NORTHWEST REGION							
Alaska	61	62	-1	0	2	97%	63
Idaho	604	636	-32	9	44	94%	642
Montana	218	259	-41	2	55	80%	262
Oregon	684	686	-2	2	9	99%	693
Washington	2,302	2,325	-23	11	67	98%	2,348
Wyoming	180	193	-13	0	16	92%	195
TOTAL	4,049	4,161	-112	24	193	96%	4,203
SOUTHWEST REGION							
Arkansas	476	483	-7	2	13	98%	488
Colorado	868	937	-69	0	88	91%	946
Kansas	486	500	-14	0	20	96%	505
Louisiana	1,244	1,665	-421	24	454	74%	1,682
Oklahoma	913	971	-58	5	68	94%	981
Texas	836	853	-17	10	101	89%	862
TOTAL	4,823	5,409	-586	41	744	87%	5,464
SUBTOTAL	51,954	54,081	-2,127	427	3,396	95%	54,646
Miscellaneous	415	467	-52	3	56	*	472
GRAND TOTAL	52,369	54,548	-2,179	430	3,452	94.5%	55,118

Note: The retention rate is skewing slightly higher as this report contains only a partial year of data. In 2019-20, SNA's national retention rate dropped to 75.5%.



SNA STATE ASSOCIATION

ANNUAL MEMBERSHIP COMPARISON

July 2020

	July 2020	July 2019	+/- Members	Percentage Difference
MIDEAST REGION				
Delaware	1,000	1,044	-44	-4%
Dist. of Columbia	9	11	-2	-18%
Indiana	1,218	1,493	-275	-18%
Maryland	587	617	-30	-5%
Michigan	1,563	1,652	-89	-5%
Ohio	1,425	1,568	-143	-9%
West Virginia	449	407	42	10%
TOTAL	6,251	6,792	-541	-8%
NORTHEAST REGION				
Connecticut	421	432	-11	-3%
Maine	334	351	-17	-5%
Massachusetts	917	945	-28	-3%
New Hampshire	305	342	-37	-11%
New Jersey	463	469	-6	-1%
New York	822	777	45	6%
Pennsylvania	768	862	-94	-11%
Rhode Island	9	267	-258	-97%
Vermont	65	104	-39	-38%
TOTAL	4,104	4,549	-445	-10%
SOUTHEAST REGION				
Alabama	2,456	2,614	-158	-6%
Florida	3,034	2,830	204	7%
Georgia	3,623	3,773	-150	-4%
Kentucky	1,906	2,001	-95	-5%
Mississippi	956	996	-40	-4%
North Carolina	2,483	2,659	-176	-7%
South Carolina	1,268	1,824	-556	-30%
Tennessee	3,036	3,397	-361	-11%
Virginia	1,755	1,768	-13	-1%
TOTAL	20,517	21,862	-1,345	-6%
WEST REGION				
Arizona	962	1,105	-143	-13%
California	1,564	1,554	10	1%
Hawaii	377	374	3	1%
Nevada	63	74	-11	-15%
New Mexico	828	889	-61	-7%
Utah	1,075	1,166	-91	-8%
TOTAL	4,869	5,162	-293	-6%



SNA STATE ASSOCIATION

ANNUAL MEMBERSHIP COMPARISON

July 2020

	July 2020	July 2019	+/- Members	Percentage Difference
MIDWEST REGION				
Illinois	534	661	-127	-19%
Iowa	928	968	-40	-4%
Minnesota	2,921	3,031	-110	-4%
Missouri	846	943	-97	-10%
Nebraska	372	430	-58	-13%
North Dakota	276	315	-39	-12%
South Dakota	461	575	-114	-20%
Wisconsin	1,003	1,108	-105	-9%
TOTAL	7,341	8,031	-690	-9%
NORTHWEST REGION				
Alaska	61	84	-23	-27%
Idaho	604	754	-150	-20%
Montana	218	289	-71	-25%
Oregon	684	694	-10	-1%
Washington	2,302	2,400	-98	-4%
Wyoming	180	210	-30	-14%
TOTAL	4,049	4,431	-382	-9%
SOUTHWEST REGION				
Arkansas	476	494	-18	-4%
Colorado	868	930	-62	-7%
Kansas	486	504	-18	-4%
Louisiana	1,244	1,826	-582	-32%
Oklahoma	913	938	-25	-3%
Texas	836	819	17	2%
TOTAL	4,823	5,511	-688	-12%
SUBTOTAL	51,954	56,338	-4,384	-7.8%
Miscellaneous	415	486	-71	-15%
GRAND TOTAL	52,369	56,824	-4,455	-7.8%



1 TO 600 DIVISION

STATE MEMBERSHIP GROWTH RANKINGS

July 2020

	State	+/- Members	July 2020	May 2020	Members Diff in %	Ranking % Growth	2020/21 1% Goal
1	Maryland	27	587	560	4.8%	2	566
2	New Jersey	9	463	454	2.0%	4	459
3	Hawaii	8	377	369	2.2%	3	373
4	Maine	5	334	329	1.5%	5	332
5	Dist. of Columbia	1	9	8	12.5%	1	9
6	Rhode Island	0	9	9	0.0%	6	10
7	Alaska	-1	61	62	-1.6%	8	63
8	Nevada	-4	63	67	-6.0%	15	68
9	Arkansas	-7	476	483	-1.4%	7	488
10	South Dakota	-10	461	471	-2.1%	9	476
11	New Hampshire	-10	305	315	-3.2%	12	318
12	Connecticut	-13	421	434	-3.0%	11	438
13	Wyoming	-13	180	193	-6.7%	16	195
14	Kansas	-14	486	500	-2.8%	10	505
15	Illinois	-19	534	553	-3.4%	13	559
16	West Virginia	-20	449	469	-4.3%	14	474
17	Vermont	-26	65	91	-28.6%	20	92
18	North Dakota	-35	276	311	-11.3%	18	314
19	Montana	-41	218	259	-15.8%	19	262
20	Nebraska	-47	372	419	-11.2%	17	423

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. States must reach their annual membership goal to be eligible for the Division Champion Award. Awards are also given to states which increase membership and achieve the annual membership goal.



601 TO 1,200 DIVISION

STATE MEMBERSHIP GROWTH RANKINGS

July 2020

	State	+/- Members	July 2020	May 2020	Members Diff in %	Ranking % Growth	2020/21 1% Goal
1	Massachusetts	12	917	905	1.3%	1	914
2	Oregon	-2	684	686	-0.3%	2	693
3	New York	-9	822	831	-1.1%	3	839
4	Texas	-17	836	853	-2.0%	4	862
5	Mississippi	-22	956	978	-2.2%	5	988
6	Missouri	-23	846	869	-2.6%	6	878
7	Iowa	-26	938	964	-2.7%	7	974
8	Idaho	-32	604	636	-5.0%	11	642
9	Pennsylvania	-39	768	807	-4.8%	10	815
10	Wisconsin	-44	1,003	1,047	-4.2%	8	1,058
11	Utah	-50	1,075	1,125	-4.4%	9	1,136
12	Oklahoma	-58	913	971	-6.0%	12	984
13	Colorado	-69	868	937	-7.4%	14	946
14	Arizona	-71	962	1,033	-6.9%	13	1,043
15	New Mexico	-72	828	900	-8.0%	15	909
16	Delaware	-89	1,000	1,089	-8.2%	16	1,100

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. States must reach their annual membership goal to be eligible for the Division Champion Award. Awards are also given to states which increase membership and achieve the annual membership goal.



1,201+ DIVISION

STATE MEMBERSHIP GROWTH RANKINGS

July 2020

	State	+/- Members	July 2020	May 2020	Members Diff in %	Ranking % Growth	2020/21 1% Goal
1	Georgia	-18	3,623	3,641	-0.5%	1	3,677
2	Alabama	-22	2,456	2,478	-0.9%	2	2,503
3	Washington	-23	2,302	2,325	-1.0%	3	2,348
4	Virginia	-33	1,755	1,788	-1.8%	6	1,806
5	Minnesota	-38	2,921	2,959	-1.3%	4	2,989
6	California	-39	1,564	1,603	-2.4%	7	1,619
7	Ohio	-44	1,425	1,469	-3.0%	8	1,484
8	Florida	-55	3,034	3,089	-1.8%	5	3,120
9	Michigan	-56	1,563	1,619	-3.5%	10	1,635
10	Kentucky	-68	1,906	1,974	-3.4%	9	2,013
11	South Carolina	-73	1,268	1,341	-5.4%	12	1,354
12	Indiana	-103	1,218	1,321	-7.8%	14	1,334
13	North Carolina	-125	2,483	2,608	-4.8%	11	2,634
14	Tennessee	-178	3,036	3,214	-5.5%	13	3,246
15	Louisiana	-421	1,244	1,665	-25.3%	15	1,682

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. States must reach their annual membership goal to be eligible for the Division Champion Award. Awards are also given to states which increase membership and achieve the annual membership goal.



MEMBERSHIP PROFILE

July 2020

	July 2020	May 2020	+/- Members	Membership %	Change Percent	SDM (current)	Cert (current)
School Nutrition Employees	24,824	25,922	-1,098	47%	-4%	17,073	8,398
School Nutrition Managers	18,335	19,084	-749	35%	-4%	12,203	5,337
District Directors	5,757	5,947	-190	11%	-3%	1,869	1,427
Retired	435	448	-13	1%	-3%	n/a	96
Affiliate	1,049	1,150	-101	2%	-9%	n/a	484
State Agency Directors	691	646	45	1%	7%	541	46
Major City Directors	609	633	-24	1%	-4%	431	109
Other	121	125	-4	*	-3%	299	763
Industry Individual	35	40	-5	*	-13%	n/a	-
Life	35	35	0	*	0%	n/a	3
Corporate Industry + Patron	369	398	-29	1%	-7%	n/a	-
Allied Groups	4	4	-	*	-	n/a	-
Educators	56	61	-5	*	-8%	n/a	14
Student	46	52	-6	*	-12%	n/a	-
International	3	3	0	*	-	n/a	-
TOTAL MEMBERS	52,369	54,548	-2,179	100%	-4.0%	32,416	16,677

Note: * is less than 1%



SCHOOL DISTRICT MEMBERSHIP (SDM)

REPORT

July 2020 (Applications processed through 7/31/2020)

	July 2020	June 2020	+/- Members	May 2020	+/- Members	% of Total Membership
MIDEAST REGION						
Delaware	834	911	-77	920	-86	83%
Dist. of Columbia	0	0	0	0	0	0%
Indiana	732	790	-58	789	-57	60%
Maryland	294	291	3	265	29	50%
Michigan	1,133	1,147	-14	1,167	-34	72%
Ohio	831	827	4	827	4	58%
West Virginia	382	383	-1	400	-18	85%
TOTAL	4,206	4,349	-143	4,368	-162	67%

NORTHEAST REGION

Connecticut	197	207	-10	199	-2	47%
Maine	178	178	0	175	3	53%
Massachusetts	638	618	20	610	28	70%
New Hampshire	186	186	0	189	-3	61%
New Jersey	255	259	-4	238	17	55%
New York	554	554	0	555	-1	67%
Pennsylvania	374	398	-24	406	-32	49%
Rhode Island	0	0	0	0	0	0%
Vermont	16	20	-4	43	-27	25%
TOTAL	2,398	2,420	-22	2,415	-17	58%

SOUTHEAST REGION

Alabama	1,659	1,672	-13	1,684	-25	68%
Florida	2,135	2,146	-11	2,150	-15	70%
Georgia	2,818	2,842	-24	2,838	-20	78%
Kentucky	1,187	1,194	-7	1,212	-25	62%
Mississippi	663	682	-19	673	-10	69%
North Carolina	1,971	1,996	-25	2,014	-43	79%
South Carolina	1,030	1,088	-58	1,088	-58	81%
Tennessee	2,447	2,525	-78	2,612	-165	81%
Virginia	1,020	1,018	2	1,036	-16	58%
TOTAL	14,930	15,163	-233	15,307	-377	73%

WEST REGION

Arizona	750	772	-22	851	-101	78%
California	657	662	-5	659	-2	42%
Hawaii	343	343	0	351	-8	91%
Nevada	40	41	-1	41	-1	63%
New Mexico	633	666	-33	668	-35	76%
Utah	405	366	39	407	-2	38%
TOTAL	2,828	2,850	-22	2,977	-149	58%



SCHOOL DISTRICT MEMBERSHIP (SDM)

REPORT

July 2020

	July 2020	June 2020	+/- Members	May 2020	+/- Members	% of Total Membership
MIDWEST REGION						
Illinois	198	191	7	198	0	37%
Iowa	254	252	2	281	-27	27%
Minnesota	1,185	1,204	-19	1,197	-12	41%
Missouri	365	384	-19	384	-19	43%
Nebraska	143	153	-10	153	-10	38%
North Dakota	101	112	-11	116	-15	37%
South Dakota	297	329	-32	281	16	64%
Wisconsin	531	542	-11	545	-14	53%
TOTAL	3,074	3,167	-93	3,155	-81	42%
NORTHWEST REGION						
Alaska	2	2	0	2	0	3%
Idaho	351	355	-4	351	0	58%
Montana	49	59	-10	70	-21	22%
Oregon	512	513	-1	512	0	75%
Washington	851	853	-2	835	16	37%
Wyoming	42	47	-5	48	-6	23%
TOTAL	1,807	1,829	-22	1,818	-11	45%
SOUTHWEST REGION						
Arkansas	292	292	0	294	-2	61%
Colorado	697	720	-23	727	-30	80%
Kansas	162	163	-1	163	-1	33%
Louisiana	1,000	1,020	-20	1,322	-322	80%
Oklahoma	626	651	-25	654	-28	69%
Texas	396	355	41	401	-5	47%
TOTAL	3,173	3,201	-28	3,561	-388	66%
SUBTOTAL	32,416	32,979	-563	33,601	-1,185	62%
Miscellaneous	0	0	0	5	-5	0%
GRAND TOTAL	32,416	32,979	-563	33,606	-1,190	61.9%



SNA STATE ASSOCIATION CERTIFICATE PROGRAM REPORT

July 2020	(Applications processed through 7/31/2020)								
	July 2020	June 2020	+/-	May 2020	+/-	% Diff in Cert	July 2019	2020/21 1% Goal	% of Total Membership
MIDEAST REGION									
Delaware	143	143	0	144	-1	-1%	153	145	14%
Dist. of Columbia	0	0	0	0	0	-	0	1	0%
Indiana	256	262	-6	267	-11	-4%	288	270	21%
Maryland	277	282	-5	283	-6	-2%	306	286	47%
Michigan	176	176	0	178	-2	-1%	204	180	11%
Ohio	395	397	-2	403	-8	-2%	439	407	28%
West Virginia	38	38	0	37	1	3%	41	38	8%
TOTAL	1,285	1,298	-13	1,312	-27	-2%	1,431	1,327	21%
NORTHEAST REGION									
Connecticut	113	111	2	114	-1	-1%	114	115	27%
Maine	68	67	1	66	2	3%	77	67	20%
Massachusetts	164	164	0	166	-2	-1%	175	168	18%
New Hampshire	95	99	-4	99	-4	-4%	106	100	31%
New Jersey	31	32	-1	32	-1	-3%	35	33	7%
New York	98	98	0	95	3	3%	89	96	12%
Pennsylvania	62	62	0	62	0	0%	64	63	8%
Rhode Island	0	0	0	0	0	-	0	1	0%
Vermont	11	11	0	11	0	0%	12	12	17%
TOTAL	642	644	-2	645	-3	0%	672	655	16%
SOUTHEAST REGION									
Alabama	1,149	1,169	-20	1,176	-27	-2%	1,165	1,188	47%
Florida	1,118	1,122	-4	1,124	-6	-1%	1,236	1,135	37%
Georgia	1,336	1,342	-6	1,344	-8	-1%	1,389	1,357	37%
Kentucky	779	846	-67	845	-66	-8%	818	853	41%
Mississippi	55	56	-1	65	-10	-15%	68	66	6%
North Carolina	581	581	0	584	-3	-1%	663	590	23%
South Carolina	250	275	-25	291	-41	-14%	352	294	20%
Tennessee	1,408	1,417	-9	1,432	-24	-2%	1,523	1,446	46%
Virginia	706	717	-11	717	-11	-2%	715	724	40%
TOTAL	7,382	7,525	-143	7,578	-196	-3%	7,929	7,653	36%
WEST REGION									
Arizona	100	101	-1	100	0	0%	125	101	10%
California	141	145	-4	143	-2	-1%	152	144	9%
Hawaii	5	5	0	5	0	0%	5	6	1%
Nevada	3	3	0	3	0	0%	5	4	5%
New Mexico	325	325	0	342	-17	-5%	355	345	39%
Utah	601	606	-5	608	-7	-1%	660	614	56%
TOTAL	1,175	1,185	-10	1,201	-26	-2%	1,302	1,214	24%



SNA STATE ASSOCIATION CERTIFICATE PROGRAM REPORT

July 2020

	July 2020	June 2020	+/-	May 2020	+/-	% Diff in Cert	July 2019	2020/21 1% Goal	% of Total Membership
MIDWEST REGION									
Illinois	93	92	1	94	-1	-1%	98	95	17%
Iowa	538	555	-17	556	-18	-3%	536	562	58%
Minnesota	2,252	2,267	-15	2,276	-24	-1%	2,327	2,299	77%
Missouri	247	252	-5	262	-15	-6%	316	265	29%
Nebraska	92	97	-5	91	1	1%	92	92	25%
North Dakota	70	70	0	65	5	8%	64	66	25%
South Dakota	77	75	2	79	-2	-3%	88	80	17%
Wisconsin	271	270	1	278	-7	-3%	303	281	27%
TOTAL	3,640	3,678	-38	3,701	-61	-2%	3,824	3,740	50%
NORTHWEST REGION									
Alaska	14	14	0	14	0	0%	17	15	23%
Idaho	255	255	0	259	-4	-2%	382	262	42%
Montana	32	37	-5	39	-7	-18%	40	40	15%
Oregon	59	62	-3	66	-7	-11%	74	67	9%
Washington	1,481	1,484	-3	1,491	-10	-1%	1,542	2,502	64%
Wyoming	78	79	-1	79	-1	-1%	97	80	43%
TOTAL	1,919	1,931	-12	1,948	-29	-1%	2,152	2,966	47%
SOUTHWEST REGION									
Arkansas	55	55	0	58	-3	-5%	64	59	12%
Colorado	91	92	-1	92	-1	-1%	108	93	10%
Kansas	155	160	-5	157	-2	-1%	178	159	32%
Louisiana	51	44	7	44	7	16%	43	45	4%
Oklahoma	203	205	-2	210	-7	-3%	207	212	22%
Texas	49	49	0	48	1	2%	57	49	6%
TOTAL	604	605	-1	609	-5	-1%	657	617	13%
SUBTOTAL	16,647	16,866	-219	16,994	-347	-2%	17,967	18,172	32%
Miscellaneous	30	35	-5	36	-6	-	36	37	7%
GRAND TOTAL	16,677	16,901	-224	17,030	-353	-2.1%	18,003	18,209	32%



SNA STATE ASSOCIATION CREDENTIALING (SNS) REPORT

July 2020	(Applications processed through 7/31/2020)							
	July 2020	June 2020	+/-	May 2020	+/-	% Diff in Cred	July 2019	# Times Exam Hosted
MIDEAST REGION								
Delaware	18	18	0	18	0	0%	17	2
Dist. of Columbia	1	1	0	1	0	-	1	16
Indiana	44	44	0	44	0	0%	42	7
Maryland	31	33	-2	33	-2	-6%	32	5
Michigan	37	38	-1	38	-1	-3%	36	13
Ohio	60	61	-1	64	-4	-6%	67	8
West Virginia	9	9	0	9	0	0%	9	0
TOTAL	200	204	-4	207	-7	-3%	204	51
NORTHEAST REGION								
Connecticut	7	7	0	7	0	0%	8	3
Maine	19	20	-1	20	-1	-5%	16	5
Massachusetts	60	60	0	60	0	0%	60	12
New Hampshire	11	11	0	11	0	0%	12	4
New Jersey	16	17	-1	18	-2	-11%	18	8
New York	48	49	-1	50	-2	-4%	50	21
Pennsylvania	32	32	0	32	0	0%	29	18
Rhode Island	1	1	0	1	0	0%	3	1
Vermont	11	11	0	11	0	0%	11	7
TOTAL	205	208	-3	210	-5	-2%	207	79
SOUTHEAST REGION								
Alabama	35	36	-1	36	-1	-3%	34	4
Florida	89	92	-3	90	-1	-1%	88	19
Georgia	64	64	0	65	-1	-2%	69	19
Kentucky	38	39	-1	39	-1	-3%	41	14
Mississippi	13	13	0	14	-1	-7%	13	5
North Carolina	62	62	0	62	0	0%	61	13
South Carolina	20	20	0	20	0	0%	19	6
Tennessee	46	40	6	44	2	5%	43	19
Virginia	54	55	-1	55	-1	-2%	52	27
TOTAL	421	421	0	425	-4	-1%	420	126
WEST REGION								
Arizona	52	52	0	52	0	0%	49	15
California	134	136	-2	134	0	0%	130	23
Hawaii	1	1	0	1	0	-	1	3
Nevada	3	4	-1	4	-1	-25%	4	3
New Mexico	10	10	0	10	0	0%	9	4
Utah	18	18	0	19	-1	-5%	19	4
TOTAL	218	221	-3	220	-2	-1%	212	52



SNA STATE ASSOCIATION CREDENTIALING (SNS) REPORT

July 2020

	July 2020	June 2020	+/-	May 2020	+/-	% Diff in Cred	July 2019	# Times Exam Hosted
MIDWEST REGION								
Illinois	36	38	-2	39	-3	-8%	36	8
Iowa	18	19	-1	19	-1	-5%	18	8
Minnesota	69	69	0	69	0	0%	71	13
Missouri	28	29	-1	29	-1	-3%	27	11
Nebraska	4	5	-1	5	-1	-20%	6	0
North Dakota	8	8	0	9	-1	-11%	8	1
South Dakota	5	5	0	5	0	0%	5	1
Wisconsin	31	32	-1	34	-3	-9%	32	16
TOTAL	199	205	-6	209	-10	-5%	203	58
NORTHWEST REGION								
Alaska	7	7	0	7	0	0%	8	2
Idaho	19	19	0	20	-1	-5%	19	5
Montana	4	4	0	4	0	0%	2	0
Oregon	18	18	0	18	0	0%	19	6
Washington	42	44	-2	44	-2	-5%	37	8
Wyoming	3	3	0	3	0	0%	3	0
TOTAL	93	95	-2	96	-3	-3%	88	21
SOUTHWEST REGION								
Arkansas	9	9	0	9	0	0%	6	2
Colorado	79	82	-3	81	-2	-2%	84	11
Kansas	16	16	0	16	0	0%	17	4
Louisiana	16	16	0	16	0	0%	13	5
Oklahoma	7	7	0	7	0	0%	5	2
Texas	101	101	0	103	-2	-2%	102	25
TOTAL	228	231	-3	232	-4	-2%	227	49
SUBTOTAL	1,564	1,585	-21	1,599	-35	-2%	1,561	436
Miscellaneous	59	66	-7	71	-12	-17%	76	1
GRAND TOTAL	1,623	1,651	-28	1,670	-47	-2.8%	1,637	437