



TO: SNA Board of Directors and State Leaders
CC: Jen Lewi
FROM: Laura Maynard
SUBJECT: September 2019 Membership, Certificate & Credentialing Program Report
DATE: October 3, 2019

Membership Overview

The September 2019 Membership Report shows that we have 56,940 members. This is 1,571 less members than September 2018, 170 more members than August 2019 and 1,464 less than the May 2019 year-end total. Although the decrease in membership is slightly concerning, total membership remains relatively consistent with recent years. SNA is planning a new marketing campaign with a variety of elements to help SNA State Affiliates and National grow membership.

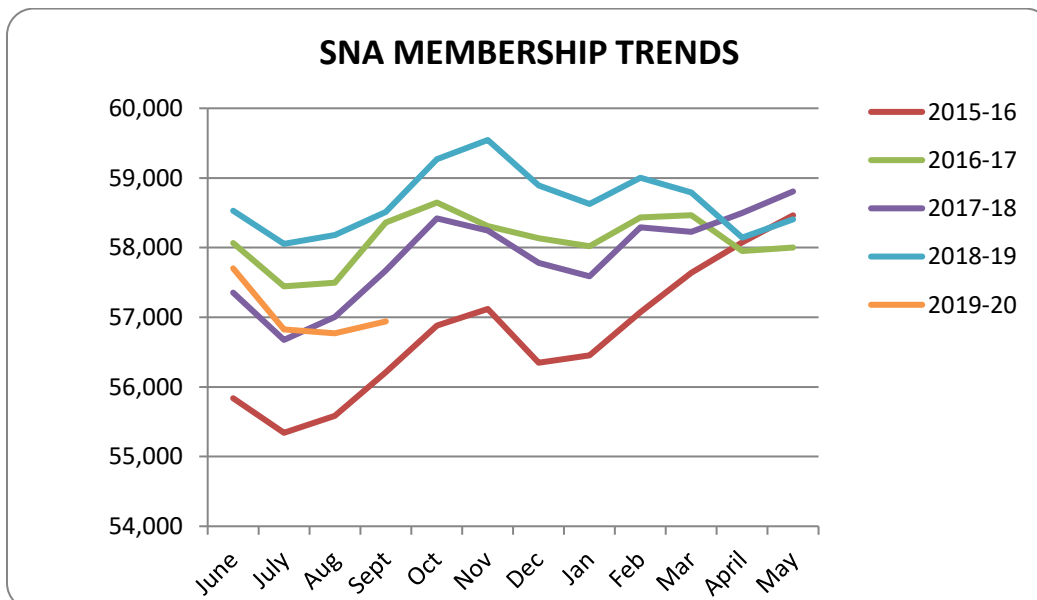
Region	Sep 2019	Sep 2018	Diff	% Diff
Midwest	6,872	6,839	33	0%
Northeast	4,456	4,516	-60	-1%
Southeast	22,046	23,042	-996	-4%
West	5,211	5,153	58	1%
Midwest	7,945	7,927	18	0%
Northwest	4,347	4,315	32	1%
Southwest	5,590	6,249	-659	-11%
Misc.	473	470	3	1%
Total	56,940	58,511	-1,571	-2.4%

Only four of the seven regions have slightly more members when compared with this time last year. The biggest declines are in the Southeast and Southwest.

Since May 2019 year-end, the number of Major City Directors and District Directors have decreased by 29 and 100 respectively.

Membership Trends

Membership numbers generally decline during the summer vacation months and the winter and then bounce back in the fall and spring. The dip in membership this month mainly follows usual trends. It is also worth noting that overall, the number of members is still comparable to recent years.



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

Continued...

School District Membership (SDM)

The total number of SDMs for September 2019 is 33,790 which is 1,000 less than the May 2019 year-end total. SDMs currently account for 59.3% of the total membership. The chart below shows the top 10 SDM states.

Top 10 SDM States

Tennessee	2,710	Louisiana	1,449
Georgia	2,705	South Carolina	1,357
North Carolina	2,056	Kentucky	1,179
Florida	1,929	Michigan	1,155
Alabama	1,702	Minnesota	1,146

Credentialing Overview

The September 2019 Credentialing Report shows that we have 1,659 credentialed members. This is 24 more than May 2019 year-end.

Certificate Program Overview

The September 2019 Certificate Program Report shows that we have 17,812 certificate holders, which is 346 less than May 2019 year-end total. See table below for more details.

Level	Sept 2019	May 2019	% Diff
Level 1	12,724	13,146	-3.21%
Level 2	331	285	16.14%
Level 3	1,532	1,519	0.86%
Level 4	3225	3,208	0.53%
Total	17,812	18,158	-1.91%

Region	Sept 2019	Sept 2018	Diff	% Diff
Midwest	1,403	1,457	-54	-4%
Northeast	668	690	-22	-3%
Southeast	7,860	8,077	-217	-3%
West	1,295	1,238	57	5%
Midwest	3,773	3,881	-108	-3%
Northwest	2,139	2,210	-71	-3%
Southwest	636	730	-94	-13%
Misc.	38	35	-	-
Total	17,812	18,318	-506	-2.8%

331 members have earned the new Level 2 certificate since it launched on July 1, 2018 and this accounts for some of the decreases in Level 1 as many Level 1 certificate holders have upgraded to Level 2.

186 people earned a new certificate this month and 1,284 people renewed their certificate. Also, members with a certificate account for 31% of our total membership.

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



SNA STATE ASSOCIATION

MEMBERSHIP, CERTIFICATE PROGRAM & CREDENTIALING REPORT

Sept 2019	(Applications processed through 09/30/2019)									Sep 2019	+/-	Sep 2019	+/-
	Sept 2019	Aug 2019	+/- Members	New Members	Reinstated Members	Expired Members	Grace Members	SDMs	2019/20 3% Goal	Cert Program	Prior Month	Credentialing	Prior Month
MIDEAST REGION													
Delaware	1,070	1,048	22	1	0	2	15	898	1,085	146	-4	18	0
Dist. of Columbia	10	11	-1	1	0	0	1	0	11	0	0	1	0
Indiana	1,524	1,490	34	36	16	9	89	968	1,543	283	-3	42	0
Maryland	625	619	6	11	1	4	59	306	640	305	-2	32	0
Michigan	1,725	1,626	99	80	30	54	499	1,155	1,687	199	-2	36	0
Ohio	1,520	1,520	0	6	1	5	58	873	1,663	430	-3	66	0
West Virginia	398	409	-11	2	3	18	103	323	421	40	0	9	0
TOTAL	6,872	6,723	149	137	51	92	824	4,523	7,050	1,403	-14	204	0
NORTHEAST REGION													
Connecticut	432	429	3	5	0	2	27	182	471	114	-1	8	0
Maine	339	346	-7	0	0	8	13	178	353	78	0	16	0
Massachusetts	944	950	-6	3	2	10	155	635	956	177	3	62	0
New Hampshire	323	336	-13	9	0	20	13	194	357	104	-1	12	0
New Jersey	427	464	-37	13	0	57	52	158	655	35	0	19	0
New York	780	782	-2	6	0	2	48	504	821	87	-2	49	0
Pennsylvania	840	835	5	3	14	17	94	417	895	62	0	30	0
Rhode Island	267	267	0	0	0	0	0	258	276	0	0	3	0
Vermont	104	103	1	1	0	0	6	43	110	11	-1	11	0
TOTAL	4,456	4,512	-56	40	16	116	408	2,569	4,894	668	-2	210	0
SOUTHEAST REGION													
Alabama	2,667	2,625	42	21	33	14	634	1,702	2,711	1,184	-2	34	0
Florida	2,987	3,007	-20	13	1	31	306	1,929	3,189	1,225	-3	86	-1
Georgia	3,725	3,774	-49	91	4	176	636	2,705	3,891	1,355	-3	67	0
Kentucky	2,045	1,997	48	29	5	15	119	1,179	2,197	832	12	39	0
Mississippi	996	974	22	22	2	4	183	649	1,053	68	-1	14	0
North Carolina	2,701	2,671	30	32	1	8	642	2,056	2,818	658	-5	63	0
South Carolina	1,694	1,818	-124	27	1	178	274	1,357	1,912	340	-12	20	1
Tennessee	3,453	3,433	20	31	2	14	399	2,710	3,555	1,492	-21	43	0
Virginia	1,778	1,750	28	61	4	36	160	957	1,783	706	3	56	0
TOTAL	22,046	22,049	-3	327	53	476	3,353	15,244	23,109	7,860	-32	422	0
WEST REGION													
Arizona	1,151	1,132	19	27	0	2	239	905	1,162	122	0	47	-1
California	1,557	1,549	8	10	4	22	126	517	1,657	155	2	132	0
Hawaii	374	374	0	0	0	0	0	354	385	5	0	1	0
Nevada	66	66	0	0	0	0	5	40	89	3	-1	4	0
New Mexico	881	889	-8	9	0	17	181	579	951	357	3	10	0
Utah	1,182	1,161	21	7	5	5	99	385	1,235	653	-6	19	0
TOTAL	5,211	5,171	40	53	9	46	650	2,780	5,479	1,295	-2	213	-1



SNA STATE ASSOCIATION

MEMBERSHIP, CERTIFICATE PROGRAM & CREDENTIALING REPORT

Sept 2019	(continued)												
	Sept 2019	Aug 2019	+/- Members	New Members	Reinstated Members	Expired Members	Grace Members	SDMs	2019/20 3% Goal	Sep 2019 Cert Program	+/- Prior Month	Sep 2019 Credentialing	+/- Prior Month
MIDWEST REGION													
Illinois	650	662	-12	2	0	16	26	303	688	99	1	38	0
Iowa	960	958	2	16	9	19	143	256	983	534	-3	19	0
Minnesota	2,988	2,999	-11	36	3	36	194	1,146	3,140	2,297	-3	69	-3
Missouri	962	950	12	17	3	15	109	402	982	321	0	29	0
Nebraska	425	428	-3	3	3	8	19	158	467	87	-4	6	0
North Dakota	306	301	5	10	0	7	21	108	371	63	-2	8	0
South Dakota	562	570	-8	2	0	9	47	325	581	78	-6	5	0
Wisconsin	1,092	1,094	-2	14	1	23	145	528	1,175	294	-4	32	0
TOTAL	7,945	7,962	-17	100	19	133	704	3,226	8,387	3,773	-21	206	-3
NORTHWEST REGION													
Alaska	84	84	0	1	0	1	3	19	90	18	0	7	0
Idaho	789	762	27	8	10	6	61	494	810	386	3	20	0
Montana	266	270	-4	1	0	3	5	72	317	40	0	4	0
Oregon	712	713	-1	2	0	1	15	532	728	74	0	19	0
Washington	2,299	2,391	-92	16	6	120	172	732	2,439	1,525	-8	44	0
Wyoming	197	204	-7	0	0	7	43	48	220	96	0	3	0
TOTAL	4,347	4,424	-77	28	16	138	299	1,897	4,604	2,139	-5	97	0
SOUTHWEST REGION													
Arkansas	509	506	3	10	1	6	106	277	653	62	0	6	0
Colorado	927	918	9	9	5	6	116	636	972	107	0	83	0
Kansas	495	501	-6	1	0	8	58	150	530	171	-2	16	0
Louisiana	1,798	1,797	1	4	1	5	97	1,449	1,985	45	-3	13	0
Oklahoma	1,009	937	72	61	12	9	48	685	1,048	197	-5	5	0
Texas	852	802	50	8	49	11	33	351	931	54	1	107	0
TOTAL	5,590	5,461	129	93	68	45	458	3,548	6,119	636	-9	230	0
SUBTOTAL	56,467	56,302	165	778	232	1,046	6,696	33,787	59,642	17,774	-85	1,582	-4
Miscellaneous	473	468	5	5	0	11	3	3	516	38	3	77	0
GRAND TOTAL	56,940	56,770	170	783	232	1,057	6,699	33,790	60,158	17,812	-82	1,659	-4

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

Sept 2019	Year To Date Retention						
	Sept 2019	May 2019	+/- Members	Reinstated Members	Expired Members	Retention Rate	2019/20 3% Goal
MIDEAST REGION							
Delaware	1,070	1,053	17	0	45	96%	1,085
Dist. of Columbia	10	10	0	0	1	90%	11
Indiana	1,524	1,498	26	26	109	94%	1,543
Maryland	625	621	4	4	33	95%	640
Michigan	1,725	1,638	87	33	152	93%	1,687
Ohio	1,520	1,615	-95	7	128	93%	1,663
West Virginia	398	409	-11	3	29	94%	421
TOTAL	6,872	6,844	28	73	497	94%	7,050
NORTHEAST REGION							
Connecticut	432	457	-25	0	38	92%	471
Maine	339	343	-4	0	20	94%	353
Massachusetts	944	928	16	26	45	98%	956
New Hampshire	323	347	-24	0	45	87%	357
New Jersey	427	636	-209	12	251	62%	655
New York	780	797	-17	1	42	95%	821
Pennsylvania	840	869	-29	22	84	93%	895
Rhode Island	267	268	-1	1	2	100%	276
Vermont	104	107	-3	0	5	95%	110
TOTAL	4,456	4,752	-296	62	532	90%	4,894
SOUTHEAST REGION							
Alabama	2,667	2,632	35	37	88	98%	2,711
Florida	2,987	3,096	-109	170	336	95%	3,189
Georgia	3,725	3,778	-53	57	289	94%	3,891
Kentucky	2,045	2,133	-88	17	247	89%	2,197
Mississippi	996	1,022	-26	9	79	93%	1,053
North Carolina	2,701	2,736	-35	10	154	95%	2,818
South Carolina	1,694	1,856	-162	38	269	88%	1,912
Tennessee	3,453	3,451	2	11	156	96%	3,555
Virginia	1,778	1,731	47	9	92	95%	1,783
TOTAL	22,046	22,435	-389	358	1,710	94%	23,109
WEST REGION							
Arizona	1,151	1,128	23	2	30	98%	1,162
California	1,557	1,609	-52	25	148	92%	1,657
Hawaii	374	374	0	0	0	100%	385
Nevada	66	86	-20	0	23	73%	89
New Mexico	881	923	-42	3	80	92%	951
Utah	1,182	1,199	-17	7	66	95%	1,235
TOTAL	5,211	5,319	-108	37	347	94%	5,479



SNA STATE ASSOCIATION

MEMBERSHIP RETENTION ANALYSIS REPORT

Sept 2019

(continued)

	Sept 2019	May 2019	+/- Members	Reinstated Members	Expired Members	Retention Rate	2019/20 3% Goal
MIDWEST REGION							
Illinois	650	668	-18	7	54	93%	688
Iowa	960	954	6	12	72	94%	983
Minnesota	2,988	3,049	-61	10	188	94%	3,140
Missouri	962	953	9	6	65	94%	982
Nebraska	425	453	-28	8	54	90%	467
North Dakota	306	360	-54	0	74	79%	371
South Dakota	562	564	-2	12	38	95%	581
Wisconsin	1,092	1,141	-49	5	86	93%	1175
TOTAL	7,945	8,142	-197	60	631	93%	8,387
NORTHWEST REGION							
Alaska	84	87	-3	0	4	95%	90
Idaho	789	786	3	14	57	95%	810
Montana	266	308	-42	0	57	81%	317
Oregon	712	707	5	1	29	96%	728
Washington	2,299	2,368	-69	49	215	93%	2,439
Wyoming	197	214	-17	1	27	88%	220
TOTAL	4,347	4,470	-123	65	389	93%	4,604
SOUTHWEST REGION							
Arkansas	509	634	-125	15	159	77%	653
Colorado	927	944	-17	7	55	95%	972
Kansas	495	515	-20	1	32	94%	530
Louisiana	1,798	1,927	-129	4	190	90%	1985
Oklahoma	1,009	1,017	-8	15	104	91%	1048
Texas	852	904	-52	54	150	89%	931
TOTAL	5,590	5,941	-351	96	690	90%	6,119
SUBTOTAL	56,467	57,903	-1,436	751	4,796	93%	59,642
Miscellaneous	473	501	-28	1	77	*	516
GRAND TOTAL	56,940	58,404	-1,464	752	4,873	92.9%	60,158

Note: The retention rate is skewing slightly higher as this report contains only a partial year of data. In 2018-19, SNA's national retention rate was 81.1%, and in 2018, the median association retention rate was 80%.



SNA STATE ASSOCIATION

ANNUAL MEMBERSHIP COMPARISON

Sept 2019

	Sep 2019	Sep 2018	+/- Members	Percentage Difference
MIDEAST REGION				
Delaware	1,070	1,050	20	2%
Dist. of Columbia	10	11	-1	-9%
Indiana	1,524	1,485	39	3%
Maryland	625	627	-2	0%
Michigan	1,725	1,692	33	2%
Ohio	1,520	1,616	-96	-6%
West Virginia	398	358	40	11%
TOTAL	6,872	6,839	33	0%
NORTHEAST REGION				
Connecticut	432	439	-7	-2%
Maine	339	322	17	5%
Massachusetts	944	947	-3	0%
New Hampshire	323	339	-16	-5%
New Jersey	427	717	-290	-40%
New York	780	783	-3	0%
Pennsylvania	840	877	-37	-4%
Rhode Island	267	9	258	2867%
Vermont	104	83	21	25%
TOTAL	4,456	4,516	-60	-1%
SOUTHEAST REGION				
Alabama	2,667	2,710	-43	-2%
Florida	2,987	3,457	-470	-14%
Georgia	3,725	4,192	-467	-11%
Kentucky	2,045	2,132	-87	-4%
Mississippi	996	1,005	-9	-1%
North Carolina	2,701	2,498	203	8%
South Carolina	1,694	1,823	-129	-7%
Tennessee	3,453	3,553	-100	-3%
Virginia	1,778	1,672	106	6%
TOTAL	22,046	23,042	-996	-4%
WEST REGION				
Arizona	1,151	1,166	-15	-1%
California	1,557	1,729	-172	-10%
Hawaii	374	303	71	23%
Nevada	66	78	-12	-15%
New Mexico	881	881	0	0%
Utah	1,182	996	186	19%
TOTAL	5,211	5,153	58	1%



SNA STATE ASSOCIATION

ANNUAL MEMBERSHIP COMPARISON

Sept 2019

	Sep 2019	Sep 2018	+/- Members	Percentage Difference
MIDWEST REGION				
Illinois	650	667	-17	-3%
Iowa	960	949	11	1%
Minnesota	2,988	3,008	-20	-1%
Missouri	962	904	58	6%
Nebraska	425	410	15	4%
North Dakota	306	338	-32	-9%
South Dakota	562	537	25	5%
Wisconsin	1,092	1,114	-22	-2%
TOTAL	7,945	7,927	18	0%
NORTHWEST REGION				
Alaska	84	85	-1	-1%
Idaho	789	855	-66	-8%
Montana	266	268	-2	-1%
Oregon	712	502	210	42%
Washington	2,299	2,409	-110	-5%
Wyoming	197	196	1	1%
TOTAL	4,347	4,315	32	1%
SOUTHWEST REGION				
Arkansas	509	826	-317	-38%
Colorado	927	919	8	1%
Kansas	495	517	-22	-4%
Louisiana	1,798	2,034	-236	-12%
Oklahoma	1,009	1,051	-42	-4%
Texas	852	902	-50	-6%
TOTAL	5,590	6,249	-659	-11%
SUBTOTAL	56,467	58,041	-1,574	-2.7%
Miscellaneous	473	470	3	1%
GRAND TOTAL	56,940	58,511	-1,571	-2.7%



1 TO 600 DIVISION

STATE MEMBERSHIP GROWTH RANKINGS

Sept 2019

	State	+/- Members	Sep 2019	May 2019	Members Diff in %	Ranking % Growth	2019/20 3% Goal
1	Dist. of Columbia	0	10	10	0.0%	1	11
2	Hawaii	0	374	374	0.0%	1	385
3	Rhode Island	-1	267	268	-0.4%	3	276
4	South Dakota	-2	562	564	-0.4%	3	581
5	Vermont	-3	104	107	-2.8%	7	110
6	Alaska	-3	84	87	-3.4%	8	90
7	Maine	-4	339	343	-1.2%	5	353
8	West Virginia	-11	398	409	-2.7%	6	421
9	Wyoming	-17	197	214	-7.9%	13	220
10	Kansas	-20	495	515	-3.9%	9	530
11	Nevada	-20	66	86	-23.3%	16	89
12	New Hampshire	-24	323	347	-6.9%	12	357
13	Connecticut	-25	432	457	-5.5%	10	471
14	Nebraska	-28	425	453	-6.2%	11	467
15	Montana	-42	266	308	-13.6%	14	317
16	North Dakota	-54	306	360	-15.0%	15	371

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.



601 TO 1,200 DIVISION

STATE MEMBERSHIP GROWTH RANKINGS

Sept 2019

	State	+/- Members	Sep 2019	May 2019	Members Diff in %	Ranking % Growth	2019/20 3% Goal
1	Arizona	23	1,151	1,128	2.0%	1	1,162
2	Delaware	17	1,070	1,053	1.6%	3	1,085
3	Massachusetts	16	944	928	1.7%	2	956
4	Missouri	9	962	953	0.9%	4	982
5	Iowa	6	960	954	0.6%	6	983
6	Oregon	5	712	707	0.7%	5	728
7	Maryland	4	625	621	0.6%	6	640
8	Idaho	3	789	786	0.4%	8	810
9	Oklahoma	-8	1,009	1,017	-0.8%	9	1,048
10	Utah	-17	1,182	1,199	-1.4%	10	1,235
11	Colorado	-17	927	944	-1.8%	11	972
12	New York	-17	780	797	-2.1%	12	821
13	Illinois	-18	650	668	-2.7%	14	688
14	Mississippi	-26	996	1,022	-2.5%	13	1,053
15	Pennsylvania	-29	840	869	-3.3%	15	894
16	New Mexico	-42	881	923	-4.6%	17	951
17	Wisconsin	-49	1,092	1,141	-4.3%	16	1,137
18	Texas	-52	852	904	-5.8%	18	973
19	Arkansas	-125	509	634	-19.7%	19	653
20	New Jersey	-209	427	636	-32.9%	20	655

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.



1,201+ DIVISION

STATE MEMBERSHIP GROWTH RANKINGS

Sept 2019

	State	+/- Members	Sep 2019	May 2019	Members Diff in %	Ranking % Growth	2019/20 3% Goal
1	Michigan	87	1,725	1,638	5.3%	1	1,687
2	Virginia	47	1,778	1,731	2.7%	2	1,783
3	Alabama	35	2,667	2,632	1.3%	4	2,711
4	Indiana	26	1,524	1,498	1.7%	3	1,543
5	Tennessee	2	3,453	3,451	0.1%	5	3,555
6	North Carolina	-35	2,701	2,736	-1.3%	6	2,818
7	California	-52	1,557	1,609	-3.2%	10	1,657
8	Georgia	-53	3,725	3,778	-1.4%	7	3,891
9	Minnesota	-61	2,988	3,049	-2.0%	8	3,140
10	Washington	-69	2,299	2,368	-2.9%	9	2,439
11	Kentucky	-88	2,045	2,133	-4.1%	12	2,197
12	Ohio	-95	1,520	1,615	-5.9%	13	1,663
13	Florida	-109	2,987	3,096	-3.5%	11	3,189
14	Louisiana	-129	1,798	1,927	-6.7%	14	1,985
15	South Carolina	-162	1,694	1,856	-8.7%	15	1,912

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

Sept 2019

	Sept 2019	May 2019	+/- Members	Membership %	Change Percent	SDM (current)	Cert (current)
School Nutrition Employees	27,941	28,882	-941	49%	-3%	18,411	9,125
School Nutrition Managers	19,275	19,572	-297	34%	-2%	12,267	5,713
District Directors Directors	6,037	6,137	-100	11%	-2%	1,864	1,519
Retired	476	481	-5	1%	-1%	n/a	99
Affiliate	1,220	1,226	-6	2%	0%	n/a	551
State Agency Directors	650	685	-35	1%	-5%	490	52
Major City Directors	629	658	-29	1%	-4%	426	100
Other	117	125	-8	*	-6%	332	637
Industry Individual	42	41	1	*	2%	n/a	-
Life	37	40	-3	*	-8%	n/a	3
Corporate Industry + Patron	398	434	-36	1%	-8%	n/a	-
Allied Groups	1	2	-	*	-	n/a	-
Educators	62	67	-5	*	-7%	n/a	13
Student	52	51	1	*	2%	n/a	-
International	3	3	0	*	-	n/a	-
TOTAL MEMBERS	56,940	58,404	-1,464	100%	-2.5%	33,790	17,812

Note: * is less than 1%



SCHOOL DISTRICT MEMBERSHIP (SDM)

REPORT

Sept 2019 (Applications processed through 09/30/2019)

	Sept 2019	August 2019	+/- Members	May 2019	+/- Members	% of Total Membership
MIDEAST REGION						
Delaware	898	889	9	886	12	84%
Dist. of Columbia	0	0	0	0	0	0%
Indiana	968	953	15	941	27	64%
Maryland	306	305	1	302	4	49%
Michigan	1,155	1,056	99	1,059	96	67%
Ohio	873	874	-1	917	-44	57%
West Virginia	323	336	-13	335	-12	81%
TOTAL	4,523	4,413	110	4,440	83	66%

NORTHEAST REGION

Connecticut	182	182	0	193	-11	42%
Maine	178	183	-5	184	-6	53%
Massachusetts	635	640	-5	606	29	67%
New Hampshire	194	209	-15	215	-21	60%
New Jersey	158	200	-42	215	-57	37%
New York	504	504	0	502	2	65%
Pennsylvania	417	406	11	424	-7	50%
Rhode Island	258	258	0	258	0	97%
Vermont	43	43	0	43	0	41%
TOTAL	2,569	2,625	-56	2,640	-71	58%

SOUTHEAST REGION

Alabama	1,702	1,771	-69	1,779	-77	64%
Florida	1,929	1,934	-5	1,998	-69	65%
Georgia	2,705	2,768	-63	2,881	-176	73%
Kentucky	1,179	1,159	20	1,271	-92	58%
Mississippi	649	633	16	695	-46	65%
North Carolina	2,056	2,035	21	2,029	27	76%
South Carolina	1,357	1,512	-155	1,545	-188	80%
Tennessee	2,710	2,703	7	2,784	-74	78%
Virginia	957	944	13	913	44	54%
TOTAL	15,244	15,459	-215	15,895	-651	69%

WEST REGION

Arizona	905	892	13	908	-3	79%
California	517	505	12	537	-20	33%
Hawaii	354	354	0	354	0	95%
Nevada	40	40	0	50	-10	61%
New Mexico	579	615	-36	623	-44	66%
Utah	385	374	11	415	-30	33%
TOTAL	2,780	2,780	0	2,887	-107	53%



SCHOOL DISTRICT MEMBERSHIP (SDM) REPORT

Sept 2019

	Sept 2019	August 2019	+/- Members	May 2019	+/- Members	% of Total Membership
MIDWEST REGION						
Illinois	303	305	-2	296	7	47%
Iowa	256	267	-11	268	-12	27%
Minnesota	1,146	1,149	-3	1,165	-19	38%
Missouri	402	396	6	391	11	42%
Nebraska	158	155	3	157	1	37%
North Dakota	108	88	20	112	-4	35%
South Dakota	325	328	-3	354	-29	58%
Wisconsin	528	550	-22	562	-34	48%
TOTAL	3,226	3,238	-12	3,305	-79	41%
NORTHWEST REGION						
Alaska	19	19	0	20	-1	23%
Idaho	494	472	22	428	66	63%
Montana	72	72	0	79	-7	27%
Oregon	532	534	-2	505	27	75%
Washington	732	844	-112	802	-70	32%
Wyoming	48	48	0	53	-5	24%
TOTAL	1,897	1,989	-92	1,887	10	44%
SOUTHWEST REGION						
Arkansas	277	275	2	378	-101	54%
Colorado	636	630	6	646	-10	69%
Kansas	150	150	0	142	8	30%
Louisiana	1,449	1,450	-1	1,483	-34	81%
Oklahoma	685	668	17	710	-25	68%
Texas	351	302	49	374	-23	41%
TOTAL	3,548	3,475	73	3,733	-185	63%
SUBTOTAL	33,787	33,979	-192	34,787	-1,000	60%
Miscellaneous	3	3	0	3	0	1%
GRAND TOTAL	33,790	33,982	-192	34,790	-1,000	59.3%



SNA STATE ASSOCIATION CERTIFICATE PROGRAM REPORT

Sept 2019	(Applications processed through 09/30/2019)								
	Sept 2019	Aug 2019	+/-	May 2019	+/-	% Diff in Cert	Sept 2018	2019/20 3% Goal	% of Total Membership
MIDEAST REGION									
Delaware	146	150	-4	152	-6	-4%	125	157	14%
Dist. of Columbia	0	0	0	0	0	-	1	1	0%
Indiana	283	286	-3	293	-10	-3%	290	302	19%
Maryland	305	307	-2	309	-4	-1%	303	318	49%
Michigan	199	201	-2	205	-6	-3%	229	211	12%
Ohio	430	433	-3	445	-15	-3%	466	458	28%
West Virginia	40	40	0	41	-1	-2%	43	42	10%
TOTAL	1,403	1,417	-14	1,445	-42	-3%	1,457	1,489	20%
NORTHEAST REGION									
Connecticut	114	115	-1	110	4	4%	113	113	26%
Maine	78	78	0	78	0	0%	78	80	23%
Massachusetts	177	174	3	177	0	0%	175	182	19%
New Hampshire	104	105	-1	106	-2	-2%	110	109	32%
New Jersey	35	35	0	36	-1	-3%	40	37	8%
New York	87	89	-2	89	-2	-2%	92	92	11%
Pennsylvania	62	62	0	65	-3	-5%	69	67	7%
Rhode Island	0	0	0	1	-1	-	1	2	0%
Vermont	11	12	-1	11	0	0%	12	12	11%
TOTAL	668	670	-2	673	-5	-1%	690	694	15%
SOUTHEAST REGION									
Alabama	1,184	1,186	-2	1,175	9	1%	1,116	1,210	44%
Florida	1,225	1,228	-3	1,246	-21	-2%	1,355	1,283	41%
Georgia	1,355	1,358	-3	1,406	-51	-4%	1,507	1,448	36%
Kentucky	832	820	12	847	-15	-2%	830	872	41%
Mississippi	68	69	-1	69	-1	-1%	65	71	7%
North Carolina	658	663	-5	673	-15	-2%	601	693	24%
South Carolina	340	352	-12	365	-25	-7%	374	376	20%
Tennessee	1,492	1,513	-21	1,534	-42	-3%	1,492	1,580	43%
Virginia	706	703	3	692	14	2%	737	713	40%
TOTAL	7,860	7,892	-32	8,007	-147	-2%	8,077	8,246	36%
WEST REGION									
Arizona	122	122	0	123	-1	-1%	121	127	11%
California	155	153	2	149	6	4%	160	153	10%
Hawaii	5	5	0	6	-1	-17%	6	7	1%
Nevada	3	4	-1	7	-4	-57%	10	8	5%
New Mexico	357	354	3	362	-5	-1%	350	373	41%
Utah	653	659	-6	663	-10	-2%	591	683	55%
TOTAL	1,295	1,297	-2	1,310	-15	-1%	1,238	1,351	25%



SNA STATE ASSOCIATION CERTIFICATE PROGRAM REPORT

Sept 2019

	Sept 2019	Aug 2019	+/-	May 2019	+/-	% Diff in Cert	Sept 2018	2019/20 3% Goal	% of Total Membership
MIDWEST REGION									
Illinois	99	98	1	102	-3	-3%	107	105	15%
Iowa	534	537	-3	527	7	1%	555	543	56%
Minnesota	2,297	2,300	-3	2,339	-42	-2%	2,316	2,409	77%
Missouri	321	321	0	332	-11	-3%	335	342	33%
Nebraska	87	91	-4	94	-7	-7%	94	97	20%
North Dakota	63	65	-2	65	-2	-3%	47	67	21%
South Dakota	78	84	-6	90	-12	-13%	95	93	14%
Wisconsin	294	298	-4	309	-15	-5%	332	318	27%
TOTAL	3,773	3,794	-21	3,858	-85	-2%	3,881	3,974	47%
NORTHWEST REGION									
Alaska	18	18	0	17	1	6%	16	18	21%
Idaho	386	383	3	386	0	0%	395	398	49%
Montana	40	40	0	43	-3	-7%	44	44	15%
Oregon	74	74	0	70	4	6%	77	72	10%
Washington	1,525	1,533	-8	1,537	-12	-1%	1,567	1,583	66%
Wyoming	96	96	0	97	-1	-1%	111	100	49%
TOTAL	2,139	2,144	-5	2,150	-11	-1%	2,210	2,215	49%
SOUTHWEST REGION									
Arkansas	62	62	0	65	-3	-5%	70	67	12%
Colorado	107	107	0	112	-5	-4%	126	115	12%
Kansas	171	173	-2	184	-13	-7%	200	190	35%
Louisiana	45	48	-3	47	-2	-4%	57	48	3%
Oklahoma	197	202	-5	215	-18	-8%	221	222	20%
Texas	54	53	1	54	0	0%	56	57	6%
TOTAL	636	645	-9	677	-41	-6%	730	699	11%
SUBTOTAL	17,774	17,859	-85	18,120	-346	-2%	18,283	18,668	31%
Miscellaneous	38	35	3	38	0	-	35	39	8%
GRAND TOTAL	17,812	17,894	-82	18,158	-346	-1.9%	18,318	18,707	31%



SNA STATE ASSOCIATION CREDENTIALING (SNS) REPORT

Sept 2019	(Applications processed through 09/30/2019)							
	Sept 2019	Aug 2019	+/-	May 2019	+/-	% Diff in Cred	Sept 2018	# Times Exam Hosted
MIDEAST REGION								
Delaware	18	18	0	17	1	6%	16	2
Dist. of Columbia	1	1	0	1	0	-	0	15
Indiana	42	42	0	41	1	2%	41	6
Maryland	32	32	0	32	0	0%	27	4
Michigan	36	36	0	37	-1	-3%	38	12
Ohio	66	66	0	68	-2	-3%	60	8
West Virginia	9	9	0	9	0	0%	9	0
TOTAL	204	204	0	205	-1	0%	191	47
NORTHEAST REGION								
Connecticut	8	8	0	8	0	0%	11	3
Maine	16	16	0	16	0	0%	19	4
Massachusetts	62	62	0	61	1	2%	66	12
New Hampshire	12	12	0	12	0	0%	12	4
New Jersey	19	19	0	18	1	6%	19	8
New York	49	49	0	50	-1	-2%	56	20
Pennsylvania	30	30	0	29	1	3%	30	18
Rhode Island	3	3	0	3	0	0%	3	1
Vermont	11	11	0	11	0	0%	12	7
TOTAL	210	210	0	208	2	1%	228	77
SOUTHEAST REGION								
Alabama	34	34	0	33	1	3%	28	3
Florida	86	87	-1	89	-3	-3%	86	18
Georgia	67	67	0	67	0	0%	68	19
Kentucky	39	39	0	41	-2	-5%	45	14
Mississippi	14	14	0	12	2	17%	12	5
North Carolina	63	63	0	58	5	9%	57	13
South Carolina	20	19	1	19	1	5%	22	6
Tennessee	43	43	0	39	4	10%	39	19
Virginia	56	56	0	55	1	2%	58	27
TOTAL	422	422	0	413	9	2%	415	124
WEST REGION								
Arizona	47	48	-1	49	-2	-4%	48	14
California	132	132	0	133	-1	-1%	128	21
Hawaii	1	1	0	1	0	-	0	3
Nevada	4	4	0	4	0	0%	4	3
New Mexico	10	10	0	9	1	11%	9	4
Utah	19	19	0	19	0	0%	19	4
TOTAL	213	214	-1	215	-2	-1%	208	49



SNA STATE ASSOCIATION CREDENTIALING (SNS) REPORT

Sept 2019

	Sept 2019	Aug 2019	+/-	May 2019	+/-	% Diff in Cred	Sept 2018	# Times Exam Hosted
MIDWEST REGION								
Illinois	38	38	0	36	2	6%	37	8
Iowa	19	19	0	17	2	12%	18	8
Minnesota	69	72	-3	71	-2	-3%	75	13
Missouri	29	29	0	29	0	0%	27	10
Nebraska	6	6	0	6	0	0%	6	0
North Dakota	8	8	0	8	0	0%	7	1
South Dakota	5	5	0	5	0	0%	5	1
Wisconsin	32	32	0	32	0	0%	32	16
TOTAL	206	209	-3	204	2	1%	207	57
NORTHWEST REGION								
Alaska	7	7	0	8	-1	-13%	6	2
Idaho	20	20	0	19	1	5%	19	5
Montana	4	4	0	2	2	100%	2	0
Oregon	19	19	0	20	-1	-5%	17	6
Washington	44	44	0	40	4	10%	40	8
Wyoming	3	3	0	2	1	50%	3	0
TOTAL	97	97	0	91	6	7%	87	21
SOUTHWEST REGION								
Arkansas	6	6	0	7	-1	-14%	11	2
Colorado	83	83	0	72	11	15%	71	11
Kansas	16	16	0	17	-1	-6%	17	4
Louisiana	13	13	0	9	4	44%	9	4
Oklahoma	5	5	0	5	0	0%	5	2
Texas	107	107	0	109	-2	-2%	107	25
TOTAL	230	230	0	219	11	5%	220	48
SUBTOTAL	1,582	1,586	-4	1,555	27	2%	1,556	423
Miscellaneous	77	77	0	80	-3	-4%	54	1
GRAND TOTAL	1,659	1,663	-4	1,635	24	1.5%	1,610	424