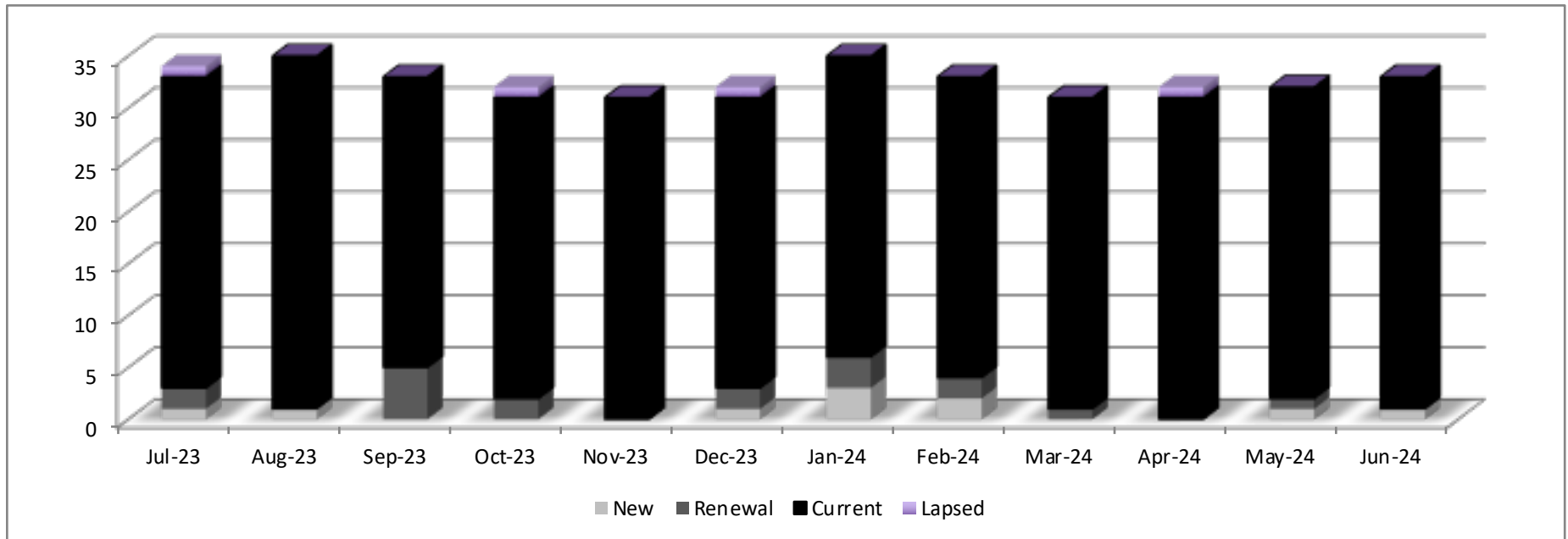


# College Instructors of Reading Professionals (CIRP)

## Yearlong Trend of Total Membership

July 2023 to June 2024



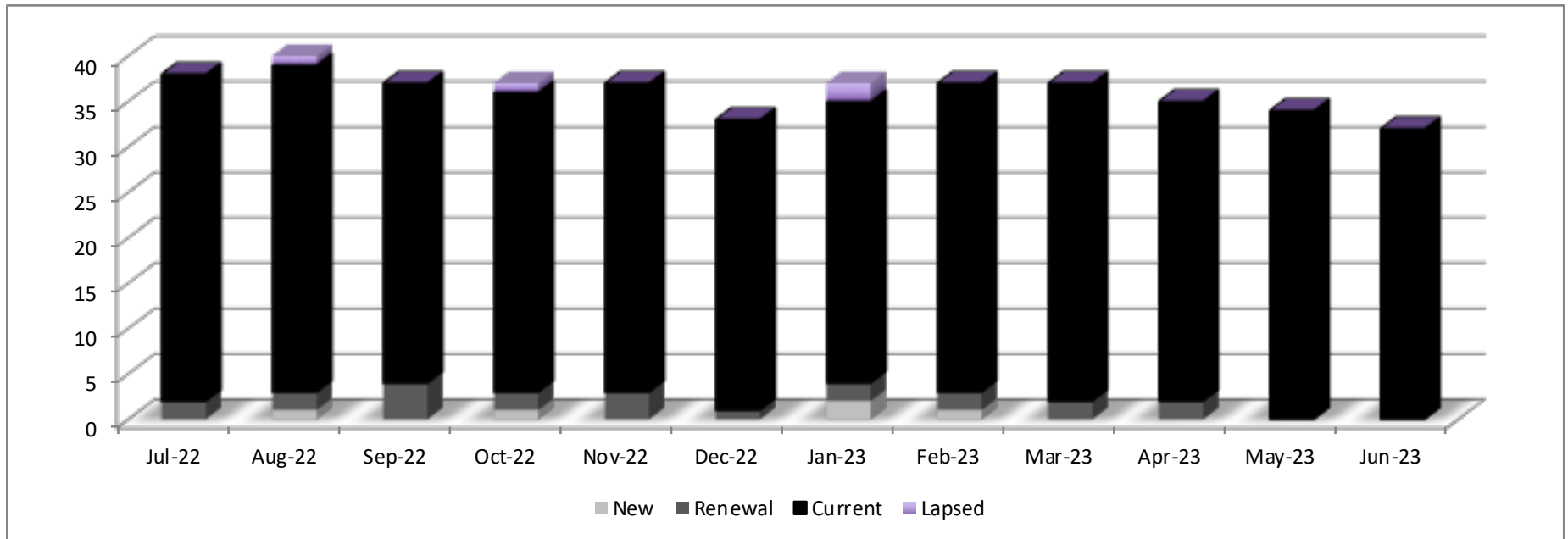
	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	May-24	Jun-24	Total
<b>New</b>	1	1	0	0	0	1	3	2	0	0	1	1	10
<b>Lapsed</b>	1	0	0	1	0	1	0	0	0	1	0	0	4
<b>Renewal</b>	2	0	5	2	0	2	3	2	1	0	1	0	18
<b>Current</b>	30	34	28	29	31	28	29	29	30	31	30	32	
<b>Total</b>	34	35	33	32	31	32	35	33	31	32	32	33	
<b>Gain/Loss</b>	2	1	-2	-1	-1	1	3	-2	-2	1	0	1	<b>1</b>
<b>% Change</b>	6.25%	2.94%	-5.71%	-3.03%	-3.13%	3.23%	9.38%	-5.71%	-6.06%	3.23%	0.00%	3.13%	<b>3.13%</b>
<b>Non-Renew</b>	0	0	2	1	1	1	0	4	2	0	0	0	<b>11</b>
<b>Student NR</b>	0	0	0	0	0	0	0	0	0	0	0	0	<b>0</b>
	<b>YTD % of Renewals (w/o Student Non-Renewals)</b>												<b>68.75%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# College Instructors of Reading Professionals (CIRP)

## *Yearlong Trend of Total Membership*

*July 2022 to June 2023*



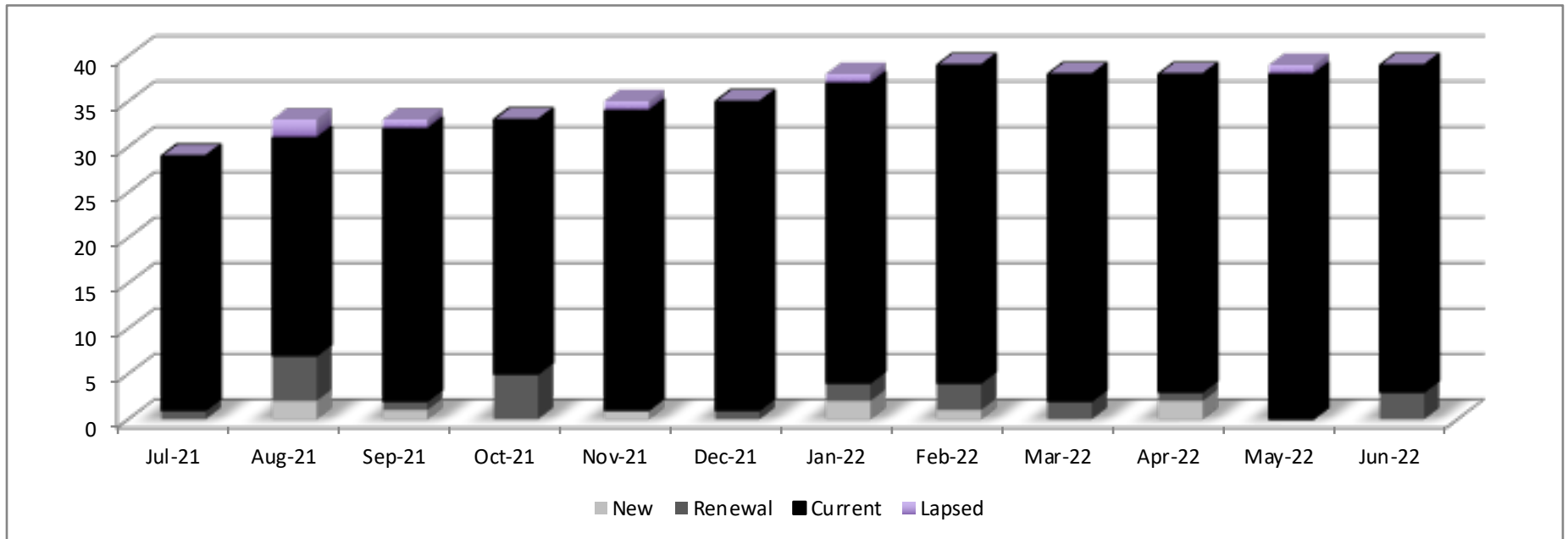
	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Total
<b>New</b>	0	1	0	1	0	0	2	1	0	0	0	0	5
<b>Lapsed</b>	0	1	0	1	0	0	2	0	0	0	0	0	4
<b>Renewal</b>	2	2	4	2	3	1	2	2	2	2	0	0	22
<b>Current</b>	36	36	33	33	34	32	31	34	35	33	34	32	
<b>Total</b>	38	40	37	37	37	33	37	37	37	35	34	32	
<b>Gain/Loss</b>	-1	2	-3	0	0	-4	4	0	0	-2	-1	-2	-7
<b>% Change</b>	-2.56%	5.26%	-7.50%	0.00%	0.00%	-10.81%	12.12%	0.00%	0.00%	-5.41%	-2.86%	-5.88%	-17.95%
<b>Non-renew</b>	1	0	3	2	0	2	0	1	0	2	1	2	14
	<b>YTD # of Student Members Non-Renewals</b>												<b>0</b>
	<b>YTD % of Renewals (w/o Student Non-Renewals)</b>												<b>66.67%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# College Instructors of Reading Professionals (CIRP)

## *Yearlong Trend of Total Membership*

*July 2021 to June 2022*



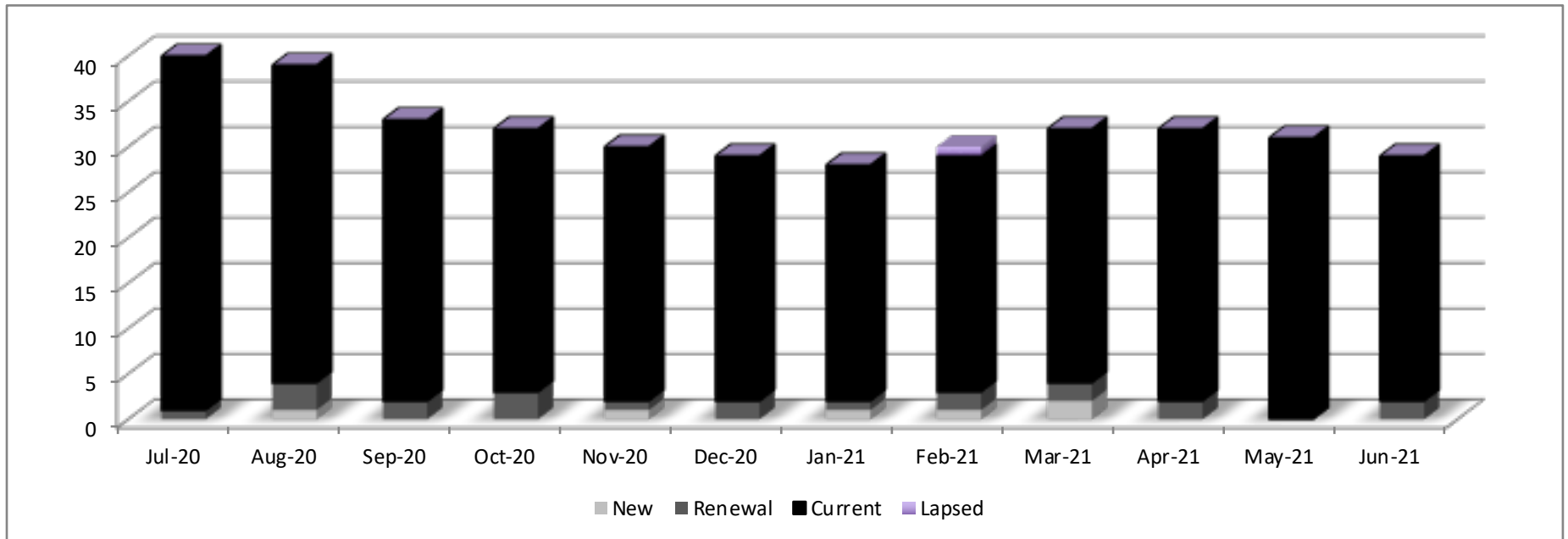
	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Total
<b>New</b>	0	2	1	0	1	0	2	1	0	2	0	0	9
<b>Lapsed</b>	0	2	1	0	1	0	1	0	0	0	1	0	6
<b>Renewal</b>	1	5	1	5	0	1	2	3	2	1	0	3	24
<b>Current</b>	28	24	30	28	33	34	33	35	36	35	38	36	
<b>Total</b>	29	33	33	33	35	35	38	39	38	38	39	39	
<b>Gain/Loss</b>	0	4	0	0	2	0	3	1	-1	0	1	0	<b>10</b>
<b>% Change</b>	0.00%	13.79%	0.00%	0.00%	6.06%	0.00%	8.57%	2.63%	-2.56%	0.00%	2.63%	0.00%	<b>34.48%</b>
<b>Non-renew</b>	0	0	2	0	0	0	0	0	1	2	0	0	<b>5</b>
	<b>YTD # of Student Members Non-Renewals</b>												<b>0</b>
	<b>YTD % of Renewals (w/o Student Non-Renewals)</b>												<b>103.45%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# College Instructors of Reading Professionals (CIRP)

## *Yearlong Trend of Total Membership*

*July 2020 to June 2021*



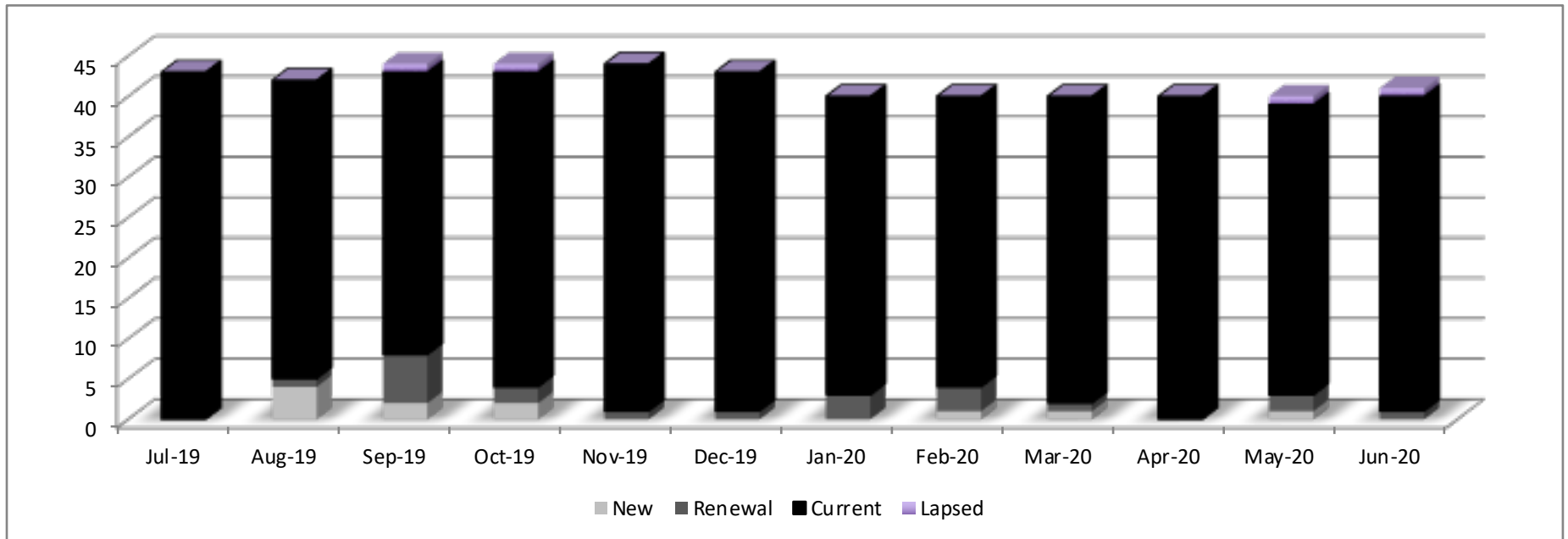
	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Total
<b>New</b>	0	1	0	0	1	0	1	1	2	0	0	0	6
<b>Lapsed</b>	0	0	0	0	0	0	0	1	0	0	0	0	1
<b>Renewal</b>	1	3	2	3	1	2	1	2	2	2	0	2	21
<b>Current</b>	39	35	31	29	28	27	26	26	28	30	31	27	
<b>Total</b>	40	39	33	32	30	29	28	30	32	32	31	29	
<b>Gain/Loss</b>	-1	-1	-6	-1	-2	-1	-1	2	2	0	-1	-2	<b>-12</b>
<b>% Change</b>	-2.44%	-2.50%	-15.38%	-3.03%	-6.25%	-3.33%	-3.45%	7.14%	6.67%	0.00%	-3.13%	-6.45%	<b>-29.27%</b>
<b>Non-renew</b>	1	2	6	1	3	0	1	0	0	0	1	2	<b>17</b>
	<b>YTD # of Student Members Non-Renewals</b>												<b>0</b>
	<b>YTD % of Renewals (w/o Student Non-Renewals)</b>												<b>53.66%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# College Instructors of Reading Professionals (CIRP)

## *Yearlong Trend of Total Membership*

*July 2019 to June 2020*



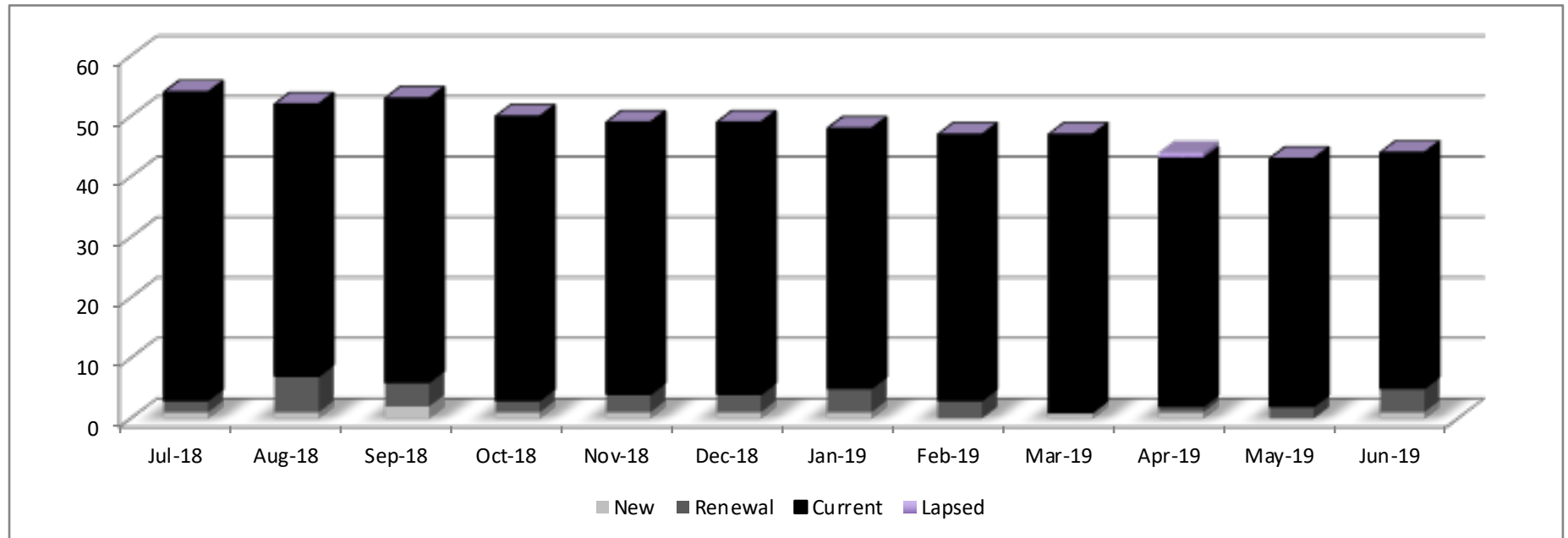
	<i>Jul-19</i>	<i>Aug-19</i>	<i>Sep-19</i>	<i>Oct-19</i>	<i>Nov-19</i>	<i>Dec-19</i>	<i>Jan-20</i>	<i>Feb-20</i>	<i>Mar-20</i>	<i>Apr-20</i>	<i>May-20</i>	<i>Jun-20</i>	<i>Total</i>
<b><i>New</i></b>	0	4	2	2	0	0	0	1	1	0	1	0	11
<b><i>Lapsed</i></b>	0	0	1	1	0	0	0	0	0	0	1	1	4
<b><i>Renewal</i></b>	0	1	6	2	1	1	3	3	1	0	2	1	21
<b><i>Current</i></b>	43	37	35	39	43	42	37	36	38	40	36	39	
<b><i>Total</i></b>	43	42	44	44	44	43	40	40	40	40	40	41	
<b><i>Gain/Loss</i></b>	-1	-1	2	0	0	-1	-3	0	0	0	0	1	-3
<b><i>% Change</i></b>	-2.27%	-2.33%	4.76%	0.00%	0.00%	-2.27%	-6.98%	0.00%	0.00%	0.00%	0.00%	2.50%	-6.82%
<b><i>Non-renew</i></b>	1	4	1	2	0	1	2	1	1	0	1	0	14
	<b><i>YTD # of Student Members Non-Renewals</i></b>												<b>0</b>
	<b><i>YTD % of Renewals (w/o Student Non-Renewals)</i></b>												<b>56.82%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# College Instructors of Reading Professionals (CIRP)

## *Yearlong Trend of Total Membership*

*July 2018 to June 2019*

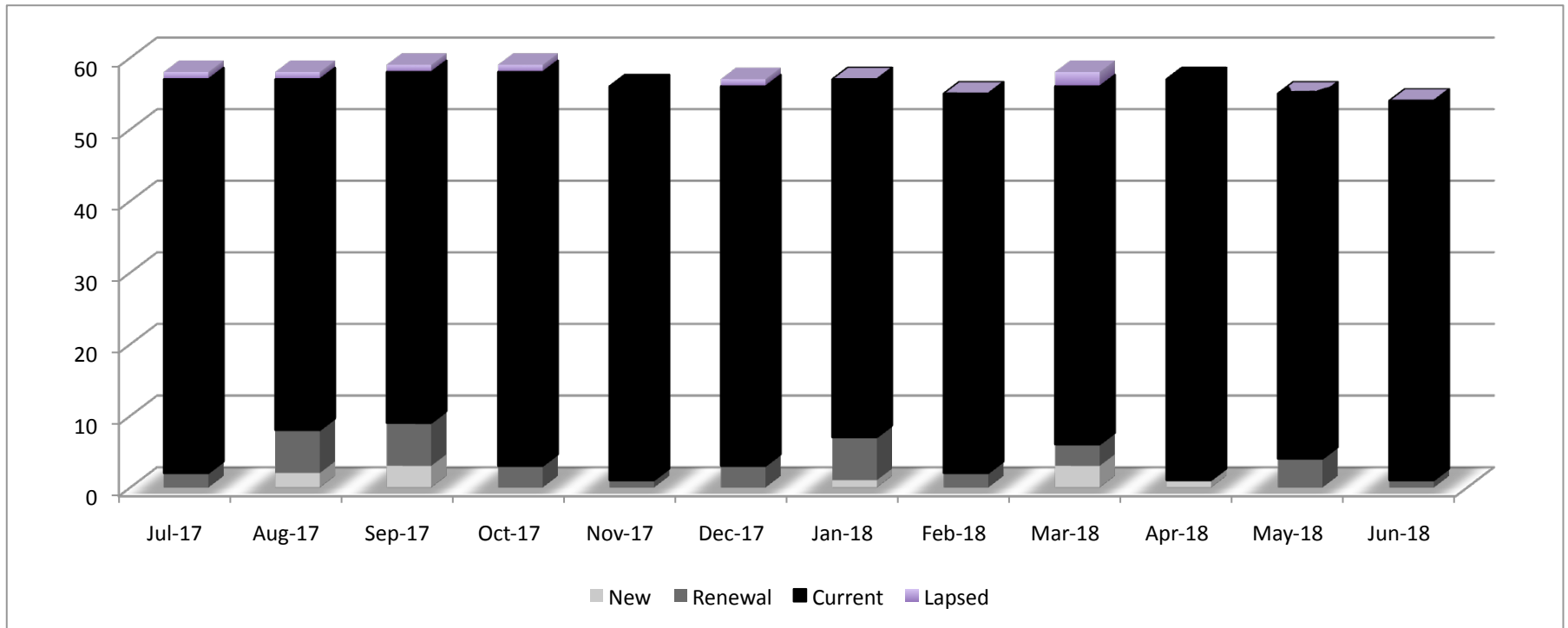


	<i>Jul-18</i>	<i>Aug-18</i>	<i>Sep-18</i>	<i>Oct-18</i>	<i>Nov-18</i>	<i>Dec-18</i>	<i>Jan-19</i>	<i>Feb-19</i>	<i>Mar-19</i>	<i>Apr-19</i>	<i>May-19</i>	<i>Jun-19</i>	<i>Total</i>
<b>New</b>	1	1	2	1	1	1	1	0	1	1	0	1	11
<b>Lapsed</b>	0	0	0	0	0	0	0	0	0	1	0	0	1
<b>Renewal</b>	2	6	4	2	3	3	4	3	0	1	2	4	34
<b>Current</b>	51	45	47	47	45	45	43	44	46	41	41	39	
<b>Total</b>	54	52	53	50	49	49	48	47	47	44	43	44	
<b>Gain/Loss</b>	0	-2	1	-3	-1	0	-1	-1	0	-3	-1	1	<b>-10</b>
<b>% Change</b>	0.00%	-3.70%	1.92%	-5.66%	-2.00%	0.00%	-2.04%	-2.08%	0.00%	-6.38%	-2.27%	2.33%	<b>-18.52%</b>
<b>Non-renew</b>	1	2	1	4	2	1	1	1	1	4	1	0	<b>19</b>
	<b>YTD # of Student Members Non-Renewals</b>												<b>1</b>
	<b>YTD % of Renewals (w/o Student Non-Renewals)</b>												<b>66.04%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# College Instructors of Reading Professionals (CIRP)

## Yearlong Trend of Total Membership July 2017 to June 2018

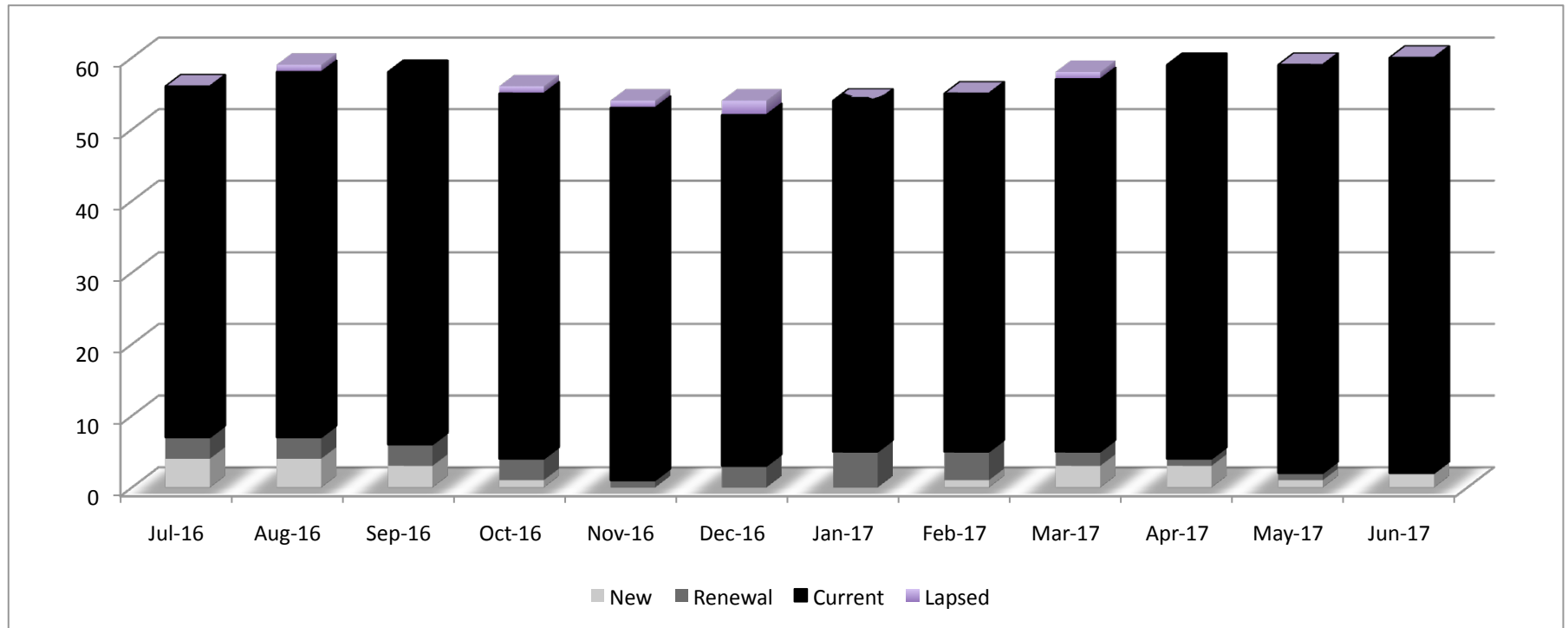


	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Total
<b>New</b>	0	2	3	0	0	0	1	0	3	1	0	0	10
<b>Lapsed</b>	1	1	1	1	0	1	0	0	2	0	0	0	7
<b>Renewal</b>	2	6	6	3	1	3	6	2	3	0	4	1	37
<b>Current</b>	55	49	49	55	55	53	50	53	50	56	51	53	
<b>Total</b>	58	58	59	59	56	57	57	55	58	57	55	54	
<b>Gain/Loss</b>	-2	0	1	0	-3	1	0	-2	3	-1	-2	-1	-6
<b>% Change</b>	-3.33%	0.00%	1.72%	0.00%	-5.08%	1.79%	0.00%	-3.51%	5.45%	-1.72%	-3.51%	-1.82%	-10.00%
<b>Non-renew</b>	3	3	3	1	3	0	1	2	2	2	2	1	23
	<b>YTD # of Student Members Non-Renewals</b>												<b>0</b>
	<b>YTD % of Renewals (w/o Student Non-Renewals)</b>												<b>73.33%</b>

Growth or Retention: Bronze: 1% or 65%; Silver: 2% or 70%; Gold: 3% or 75%; and Diamond: 10% or 80%

# College Instructors of Reading Professionals (CIRP)

## Yearlong Trend of Total Membership July 2016 to June 2017



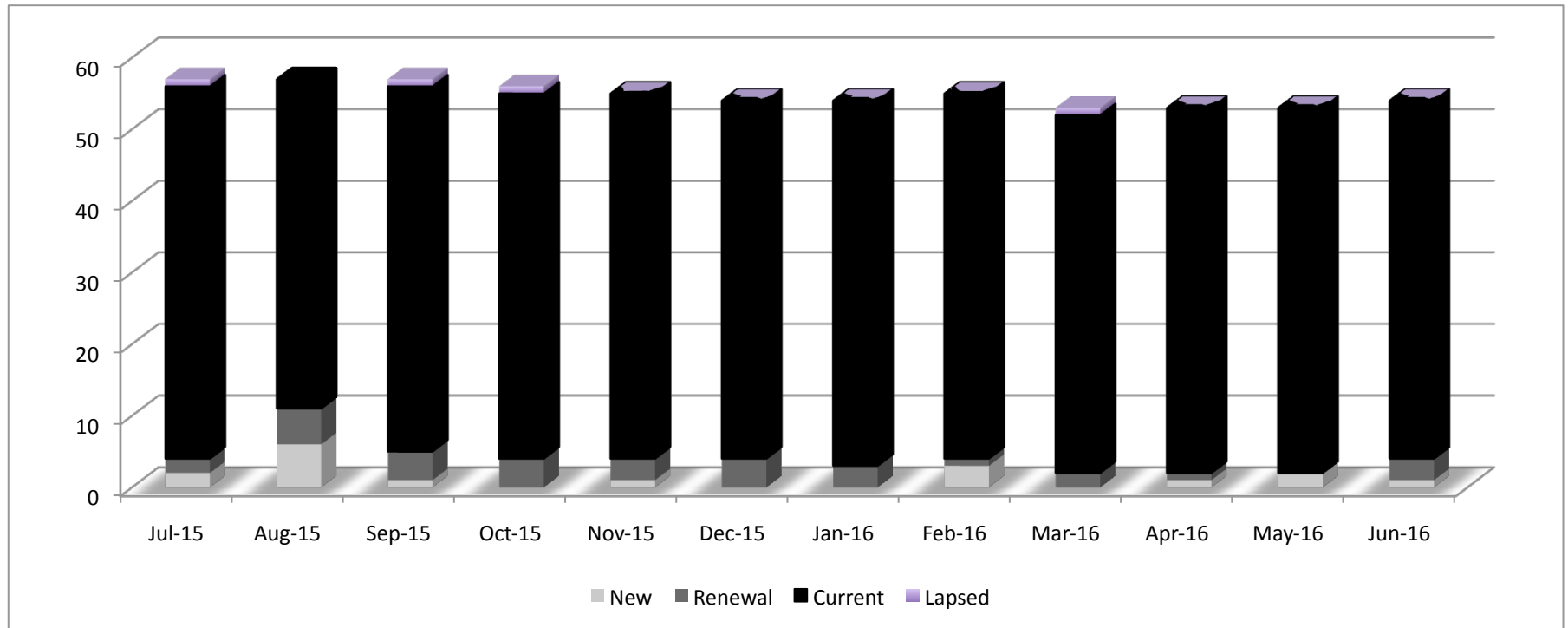
	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Total
<b>New</b>	4	4	3	1	0	0	0	1	3	3	1	2	22
<b>Lapsed</b>	0	1	0	1	1	2	0	0	1	0	0	0	6
<b>Renewal</b>	3	3	3	3	1	3	5	4	2	1	1	0	29
<b>Current</b>	49	51	52	51	52	49	49	50	52	55	57	58	
<b>Total</b>	56	59	58	56	54	54	54	55	58	59	59	60	
<b>Gain/Loss</b>	2	3	-1	-2	-2	0	0	1	3	1	0	1	6
<b>% Change</b>	3.70%	5.36%	-1.69%	-3.45%	-3.57%	0.00%	0.00%	1.85%	5.45%	1.72%	0.00%	1.69%	11.11%
<b>Non-renew</b>	2	2	4	4	3	2	0	0	1	2	1	1	22
	<b>YTD # of Student Members Non-Renewals</b>												<b>1</b>
	<b>YTD % of Renewals (w/o Student Non-Renewals)</b>												<b>56.60%</b>

Membership Growth: 1% Bronze = \$50, 2% Silver = \$75, 3% Gold = \$100, and 10% Diamond = \$200



# College Instructors of Reading Professionals (CIRP)

## Yearlong Trend of Total Membership July 2015 to June 2016

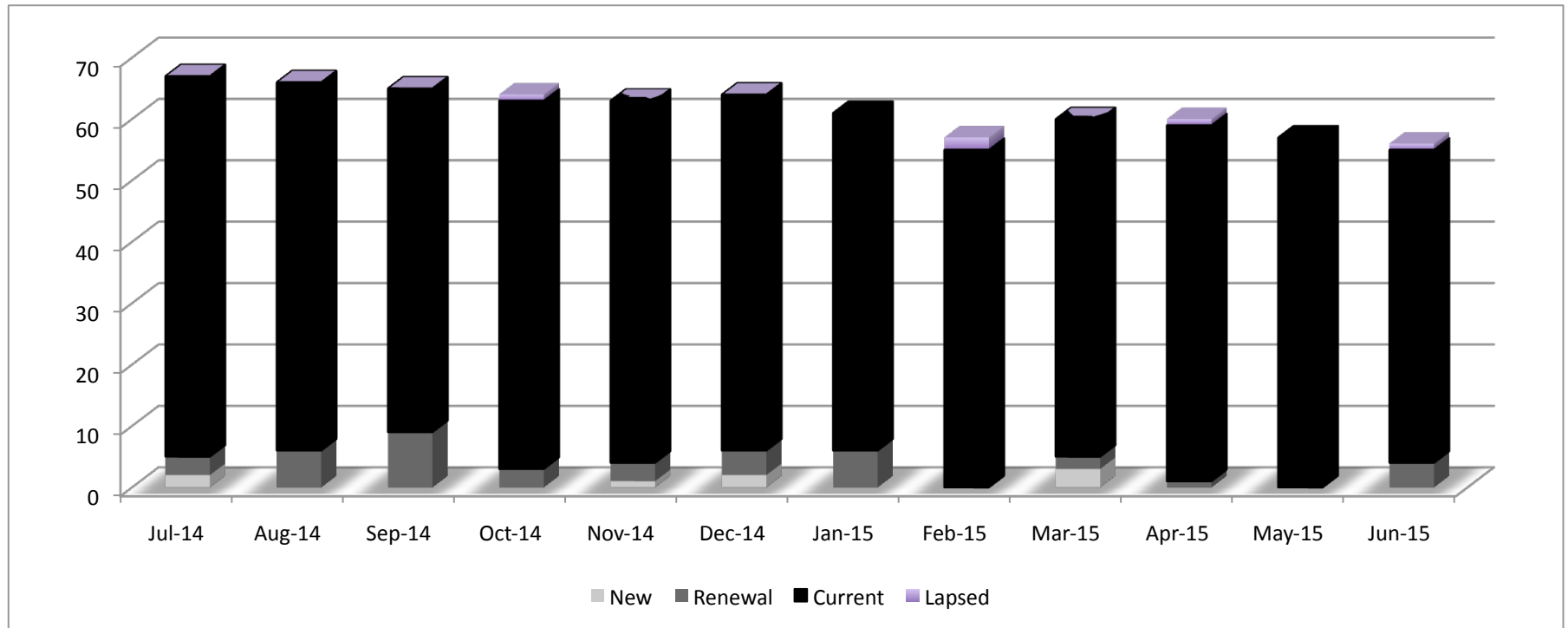


	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Total
<b>New</b>	2	6	1	0	1	0	0	3	0	1	2	1	17
<b>Lapsed</b>	1	0	1	1	0	0	0	0	1	0	0	0	4
<b>Renewal</b>	2	5	4	4	3	4	3	1	2	1	0	3	32
<b>Current</b>	52	46	51	51	51	50	51	51	50	51	51	50	
<b>Total</b>	57	57	57	56	55	54	54	55	53	53	53	54	
<b>Gain/Loss</b>	1	0	0	-1	-1	-1	0	1	-2	0	0	1	-2
<b>% Change</b>	1.79%	0.00%	0.00%	-1.75%	-1.79%	-1.82%	0.00%	1.85%	-3.64%	0.00%	0.00%	1.89%	-3.57%
<b>Non-renew</b>	2	6	2	2	2	1	0	2	3	1	2	0	23
	<b>YTD # of Student Members Non-Renewals</b>												<b>0</b>
	<b>YTD % of Renewals (w/o Student Non-Renewals)</b>												<b>65.45%</b>

Membership Growth: 1% Bronze = \$50, 2% Silver = \$75, 3% Gold = \$100, and 10% Diamond = \$200

# College Instructors of Reading Professionals (CIRP)

## Yearlong Trend of Total Membership July 2014 to June 2015

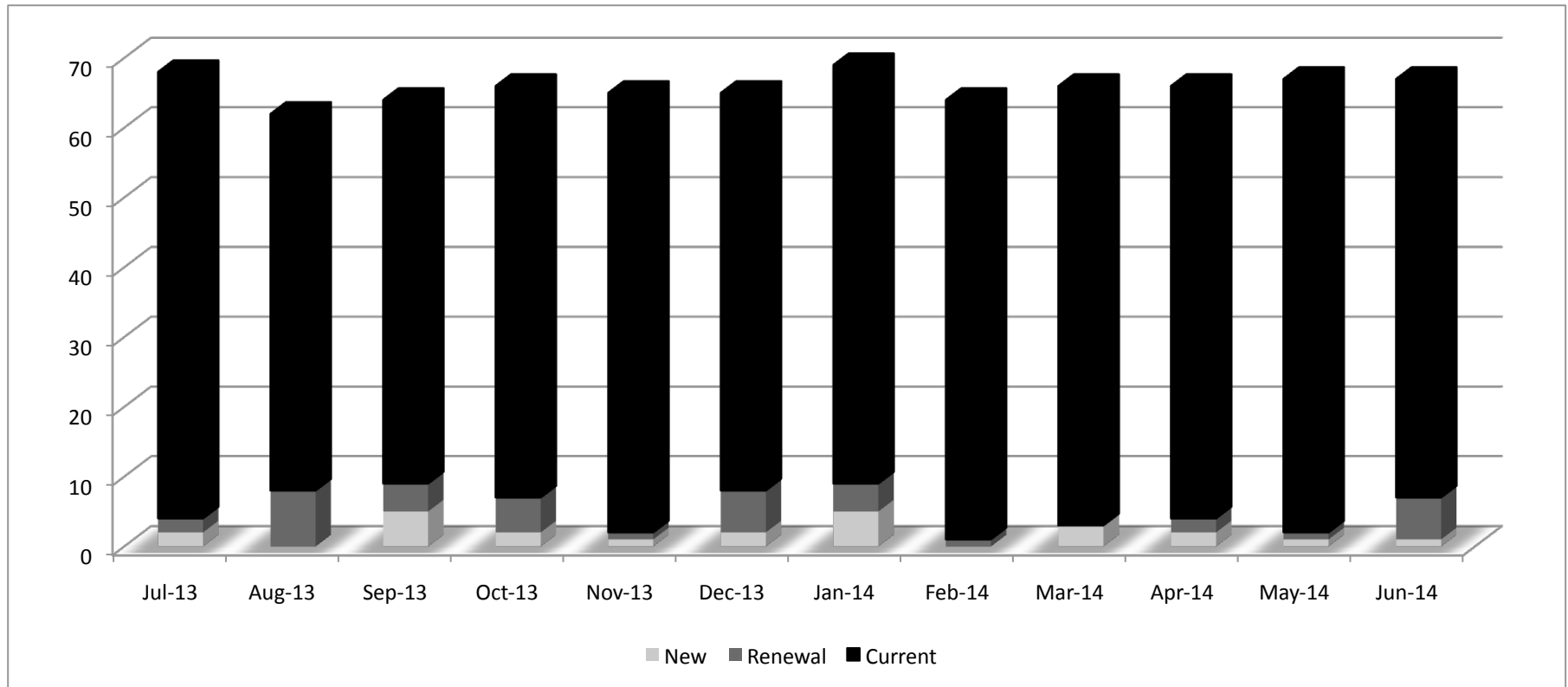


	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Total
<b>New</b>	2	0	0	0	1	2	0	0	3	0	0	0	8
<b>Lapsed</b>	0	0	0	1	0	0	0	2	0	1	0	1	5
<b>Renewal</b>	3	6	9	3	3	4	6	0	2	1	0	4	41
<b>Current</b>	62	60	56	60	59	58	55	55	55	58	57	51	
<b>Total</b>	67	66	65	64	63	64	61	57	60	60	57	56	
<b>Gain/Loss</b>	0	-1	-1	-1	-1	1	-3	-4	3	0	-3	-1	-11
<b>% Change</b>	0.00%	-1.49%	-1.52%	-1.54%	-1.56%	1.59%	-4.69%	-6.56%	5.26%	0.00%	-5.00%	-1.75%	-16.42%
<b>Non-renew</b>	2	1	1	2	2	1	3	6	0	1	3	2	24
	<b>YTD # of Student Members Non-Renewals</b>												<b>0</b>
	<b>YTD % of Renewals (w/o Student Non-Renewals)</b>												<b>55.22%</b>

Membership Growth: 1% Bronze = \$50, 2% Silver = \$75, 3% Gold = \$100, and 10% Diamond = \$200

# College Instructors of Reading Professionals (CIRP)

## Yearlong Trend of Total Membership July 2013 to June 2014

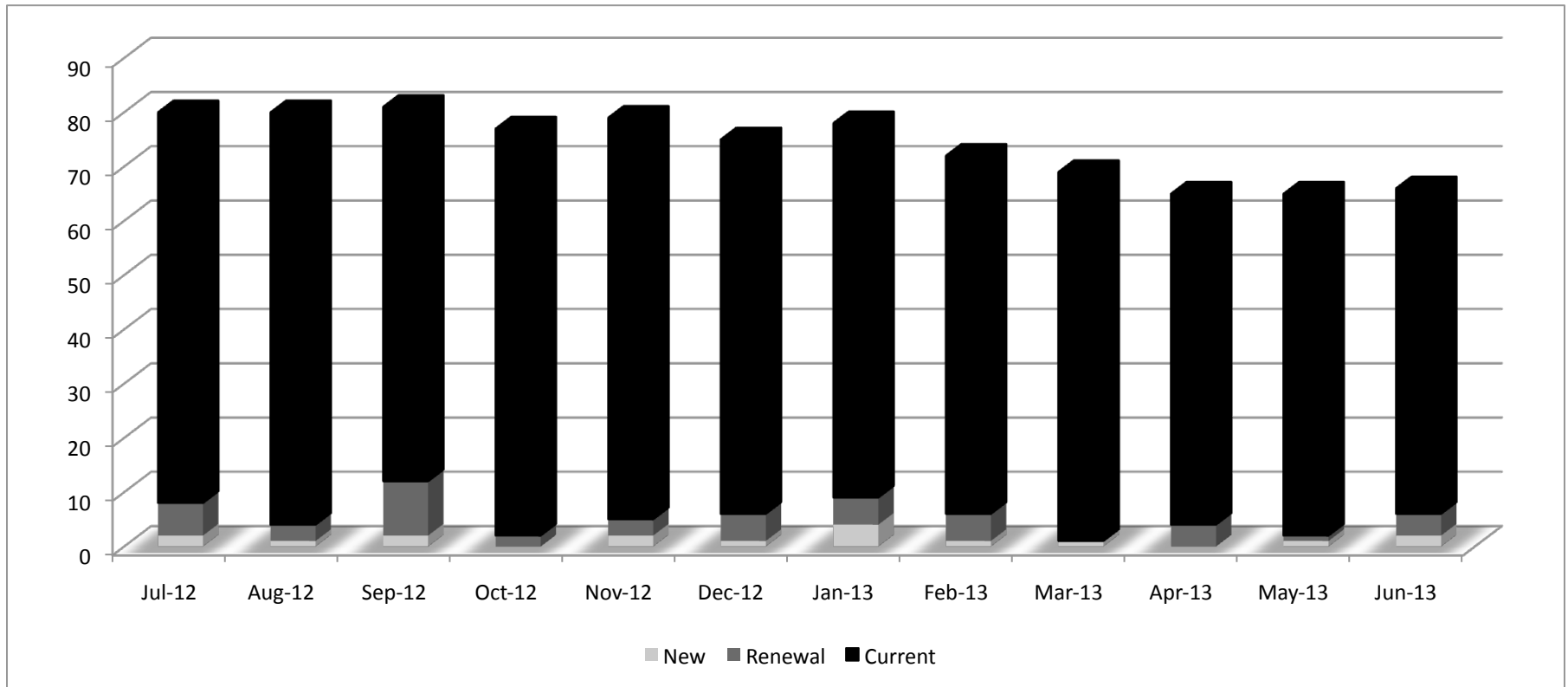


	<i>Jul-13</i>	<i>Aug-13</i>	<i>Sep-13</i>	<i>Oct-13</i>	<i>Nov-13</i>	<i>Dec-13</i>	<i>Jan-14</i>	<i>Feb-14</i>	<i>Mar-14</i>	<i>Apr-14</i>	<i>May-14</i>	<i>Jun-14</i>	<i>Total</i>
<b>New</b>	2	0	5	2	1	2	5	0	3	2	1	1	24
<b>Renewal</b>	2	8	4	5	1	6	4	1	0	2	1	6	40
<b>Current</b>	64	54	55	59	63	57	60	63	63	62	65	60	
<b>Total</b>	68	62	64	66	65	65	69	64	66	66	67	67	
<b>Gain/Loss</b>	2	-6	2	2	-1	0	4	-5	2	0	1	0	1
<b>% Change</b>	3.03%	-8.82%	3.23%	3.13%	-1.52%	0.00%	6.15%	-7.25%	3.13%	0.00%	1.52%	0.00%	1.52%
<b>Non-renew</b>	0	6	3	0	2	2	1	5	1	2	0	1	23

Membership Growth: 1% Bronze = \$50, 2% Silver = \$75, 3% Gold = \$100, and 10% Diamond = \$200

# College Instructors of Reading Professionals (CIRP)

## Yearlong Trend of Total Membership July 2012 to June 2013

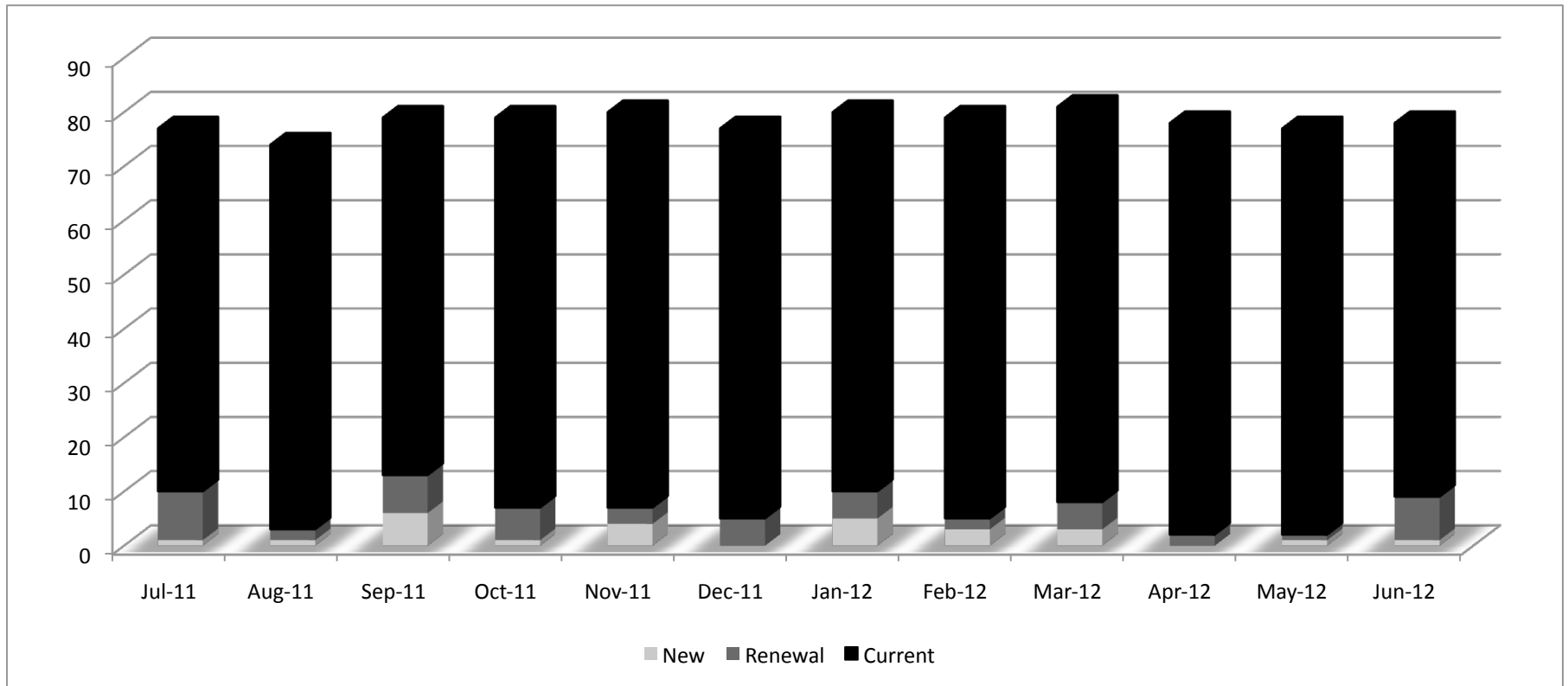


	<i>Jul-12</i>	<i>Aug-12</i>	<i>Sep-12</i>	<i>Oct-12</i>	<i>Nov-12</i>	<i>Dec-12</i>	<i>Jan-13</i>	<i>Feb-13</i>	<i>Mar-13</i>	<i>Apr-13</i>	<i>May-13</i>	<i>Jun-13</i>	<i>Total</i>
<b>New</b>	2	1	2	0	2	1	4	1	1	0	1	2	17
<b>Renewal</b>	6	3	10	2	3	5	5	5	0	4	1	4	48
<b>Current</b>	72	76	69	75	74	69	69	66	68	61	63	60	
<b>Total</b>	80	80	81	77	79	75	78	72	69	65	65	66	
<b>Gain/Loss</b>	2	0	1	-4	2	-4	3	-6	-3	-4	0	1	<b>-12</b>
<b>% Change</b>	2.56%	0.00%	1.25%	-4.94%	2.60%	-5.06%	4.00%	-7.69%	-4.17%	-5.80%	0.00%	1.54%	<b>-15.38%</b>
<b>Non-renew</b>	0	1	1	4	0	5	1	7	4	4	1	1	<b>29</b>

Membership Growth: 1% Bronze = \$50, 2% Silver = \$75, 3% Gold = \$100, and 10% Diamond = \$200

# College Instructors of Reading Professionals (CIRP)

## Yearlong Trend of Total Membership July 2011 to June 2012

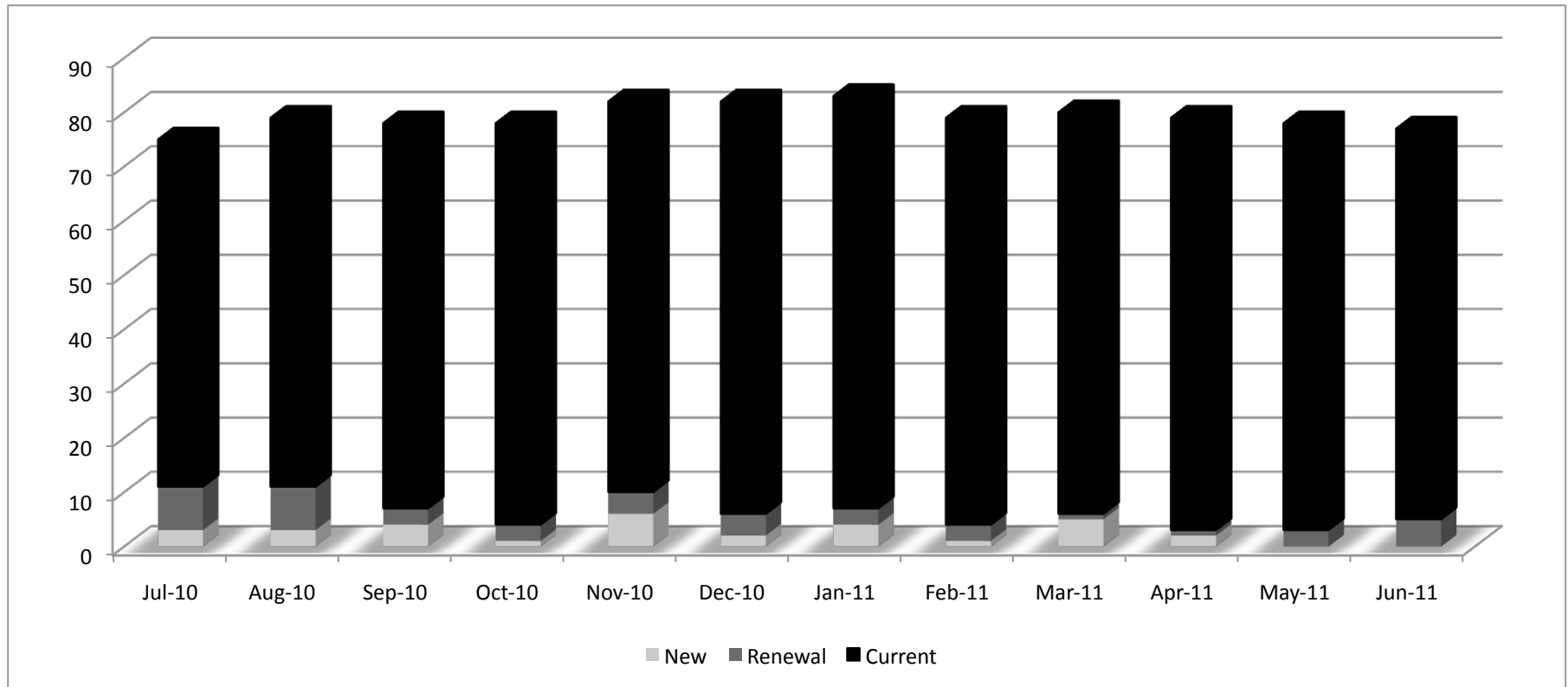


	<i>Jul-11</i>	<i>Aug-11</i>	<i>Sep-11</i>	<i>Oct-11</i>	<i>Nov-11</i>	<i>Dec-11</i>	<i>Jan-12</i>	<i>Feb-12</i>	<i>Mar-12</i>	<i>Apr-12</i>	<i>May-12</i>	<i>Jun-12</i>	<i>Total</i>
<b>New</b>	1	1	6	1	4	0	5	3	3	0	1	1	26
<b>Renewal</b>	9	2	7	6	3	5	5	2	5	2	1	8	55
<b>Current</b>	67	71	66	72	73	72	70	74	73	76	75	69	
<b>Total</b>	77	74	79	79	80	77	80	79	81	78	77	78	
<b>Gain/Loss</b>	0	-3	5	0	1	-3	3	-1	2	-3	-1	1	<b>1</b>
<b>% Change</b>	0.00%	-3.90%	6.76%	0.00%	1.27%	-3.75%	3.90%	-1.25%	2.53%	-3.70%	-1.28%	1.30%	<b>1.30%</b>
<b>Non-renew</b>	1	4	1	1	3	3	2	4	1	3	2	0	<b>25</b>

Growth or Retention: Bronze \$50: 1% or 65%; Silver \$75: 2% or 70%; Gold \$100: 3% or 75%; and Diamond \$200: 10% or 80%

# College Instructors of Reading Professionals (CIRP)

## *Yearlong Trend of Total Membership July 2010 to June 2011*



	<i>Jul-10</i>	<i>Aug-10</i>	<i>Sep-10</i>	<i>Oct-10</i>	<i>Nov-10</i>	<i>Dec-10</i>	<i>Jan-11</i>	<i>Feb-11</i>	<i>Mar-11</i>	<i>Apr-11</i>	<i>May-11</i>	<i>Jun-11</i>	<i>Total</i>
<b>New</b>	3	3	4	1	6	2	4	1	5	2	0	0	31
<b>Renewal</b>	8	8	3	3	4	4	3	3	1	1	3	5	46
<b>Current</b>	64	68	71	74	72	76	76	75	74	76	75	72	
<b>Total</b>	75	79	78	78	82	82	83	79	80	79	78	77	
<b>Gain/Loss</b>	0	4	-1	0	4	0	1	-4	1	-1	-1	-1	2
<b>% Change</b>	0.00%	5.33%	-1.27%	0.00%	5.13%	0.00%	1.22%	-4.82%	1.27%	-1.25%	-1.27%	-1.28%	2.67%
<b>Non-renew</b>	3	-1	5	1	2	2	3	5	4	3	1	1	29