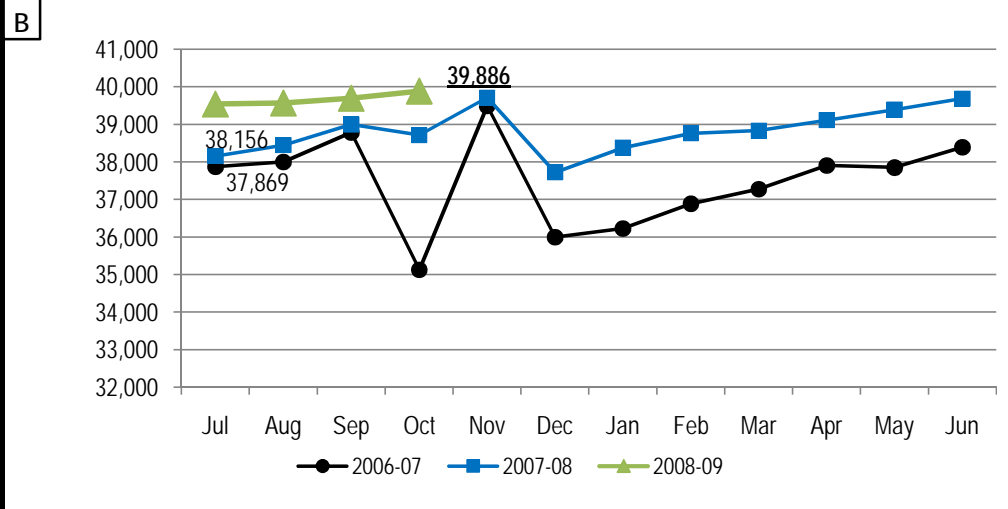


October 2008 Membership Dashboard (10/31 Data)

At A Glance...

\$165 Total Members: 2006, 2007, 2008

A	<div style="font-size: 2em; color: #ccc; opacity: 0.5; position: absolute; top: -50px; left: -50px;">↑</div> Previous Month: 51,499
	New Members: 994 Cancelled Members: 487 <hr style="width: 50%; margin: 0 auto;"/> Net Change: 507
	TOTAL MEMBERS: 52,006



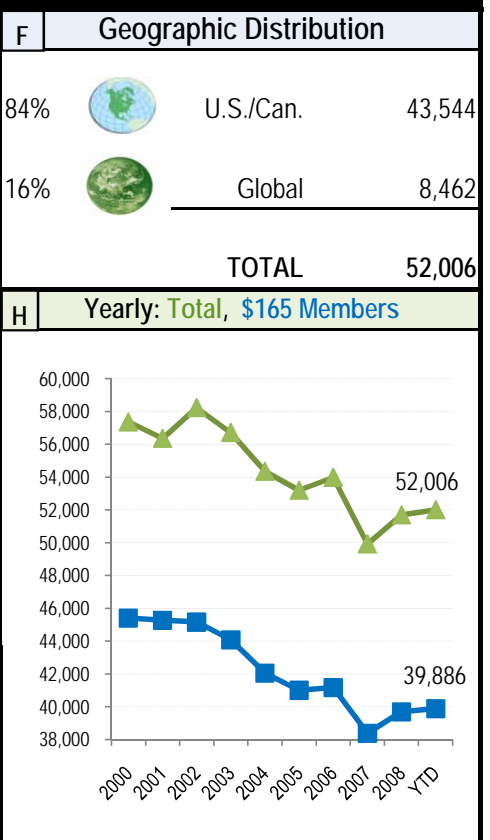
C		Current Month	Previous Month	Delta	Year Ago	Delta	12 Month Average	Delta	Dues Income Multiplier
Full Members (\$165)		20,247	19,793	454	20,011	236	20,645	(398)	\$3,340,755
Associate (\$165)		15,147	14,814	333	13,855	1,292	14,829	318	\$2,499,255
Affiliate (\$40)		805	855	(50)	659	146	797	8	\$32,200
Student (\$16)		4,334	4,138	196	3,531	803	3,941	393	\$69,344
Retired (\$20)		208	200	8	192	16	220	(12)	\$4,160
Developing Economy (\$90)		281	230	51	0	281	80	201	\$25,290
Life (\$0)		5,313	5,349	(36)	5,276	37	5,184	129	\$0
Current Members		46,335	45,379	956	43,524	2,811	45,696	639	\$5,971,004
Delinquents		5,671	6,120	(449)	5,961	(290)	5,139	532	
Total Members		52,006	51,499	507	49,485	2,521	50,835	1,171	

D	Industry Classification	
Consulting Engineer		17,006
Contractors		5,357
Students		4,514
Manufacturers		4,201
Manufacturer's Rep		3,476
Other		3,619
Gov't, Health, Education		3,013
Architectural/AE		2,694
Design Build		2,590
Industrial Facility		935
Utility		833
Distributor		784
Sales Engineering		703
Commercial Facility		629
Property Managers		608
Educational Institution		473
Association		369
Research Institution		183
Library		19
TOTAL		52,006

E	Top Countries (total mem/stud paid and unpaid)	
Canada	4,336/453	Australia 358/34
Hong Kong	690/87	Malaysia 233/62
UK	690/73	Singapore 247/37
UAE	488/88	Pakistan 185/36
India	453/62	Greece 188/21
Mexico	329/95	Philippines 171/35

G	Total Region Members	
Region 1	5,802	Region 9 3,349
Region 2	3,169	Region 10 4,359
Region 3	4,992	Region 11 3,435
Region 4	2,730	Region 12 2,685
Region 5	3,402	Region 13 2,767
Region 6	4,670	RAL 4,681
Region 7	2,075	Other 60
Region 8	3,830	Total 52,006

Top Regions			
% Gain YTD:	Region II	2.79%	
# Gain YTD:	Region II	86	



Membership Dashboard Legend

A	Net growth: the total number of members compared to last month to include new members and cancellations
B	The total number of paid and unpaid members in the \$165 dues category (Member & Associate) for the last three years by month
C	The total number of paid members in each dues category for this month, last month, one year ago, and as a 12-month average, to include overall delinquents
D	The total number of paid and unpaid members in each industry area
E	Top membership countries in ASHRAE to include the total number of paid and unpaid members and students outside the USA
F	Total membership comparison of North America versus international
G	The total number of paid and unpaid members and students in each region, to include largest regional percentage and number growth
H	The total number of all members versus the total number of \$165 paid and unpaid members for the last eight years (at the end of the fiscal year <6/30> for 2000-2007, and YTD for 2008)