

VIRGINIA MOOSE LEGIONS

May 1, 2019 - April 30, 2020

PLUS ONE 2018-2019 vs 2019-2020

Legions that EQUAL Last Year **0**
 # Legion that EXCEED Last Year **2**
 # Legions BELOW Last Year **4**

Monday, September 16, 2019

| FRU# | FRU NAME | DIFFERENCE 2019-2020 | LAST YEAR 4/30/2019 | CURRENT AS OF REPORT DATE | | | RETENTION % | | MONTHLY RENEWALS | | |
|------|-------------------|-------------------------|------------------------|---------------------------|------------|------------|----------------|----------------|------------------|-------------|---------------|
| | | | | ACTIVE | EXPIRED | DROPPED | 9.91% | 8.01% | 508 | 256 | 50.39% |
| | | (21) | 4328 | 4307 | 427 | 345 | EXPIRED | DROPPED | DUE | PAID | % PAID |
| 47 | Shenandoah Valley | (11) | 524 | 513 | 45 | 39 | 8.77% | 7.60% | 68 | 37 | 54.41% |
| 82 | Blue Ridge | (14) | 724 | 710 | 79 | 72 | 11.13% | 10.14% | 87 | 45 | 51.72% |
| 122 | Black Diamond | (6) | 202 | 196 | 17 | 25 | 8.67% | 12.76% | 23 | 11 | 47.83% |
| 148 | Old Dominion | 2 | 1306 | 1308 | 107 | 84 | 8.18% | 6.42% | 171 | 86 | 50.29% |
| 185 | Bull Run | 29 | 558 | 587 | 63 | 47 | 10.73% | 8.01% | 60 | 31 | 51.67% |
| 199 | Hampton Roads | (21) | 1014 | 993 | 116 | 78 | 11.68% | 7.85% | 99 | 46 | 46.46% |