USER GUIDE



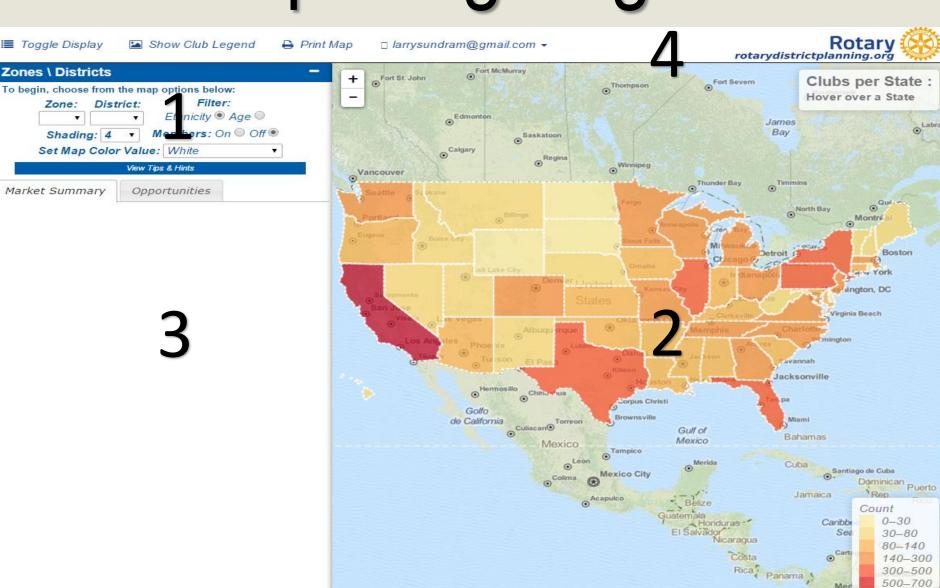


Sign-on Page

| Userna | me: |
|-------------------------|-------------------|
| larrysundram@g | mail.com 🗶 |
| Passwo | ord: |
| ••••• | * |
| Logii | 7 |
| Forgot Login Em | ail Address? |
| Register Registration | n and sign-in tip |



Opening Page

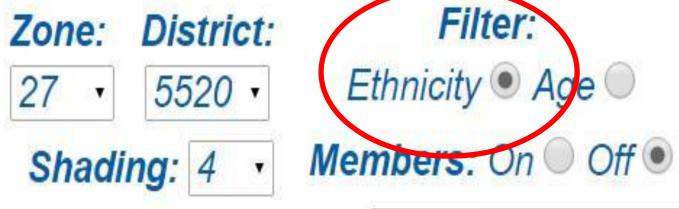


700+

1. Input Section - Ethnicity

Zones \ Districts

To begin, choose from the map options below:



Set Map Color Value: White

Census Zip Codes: On Off .

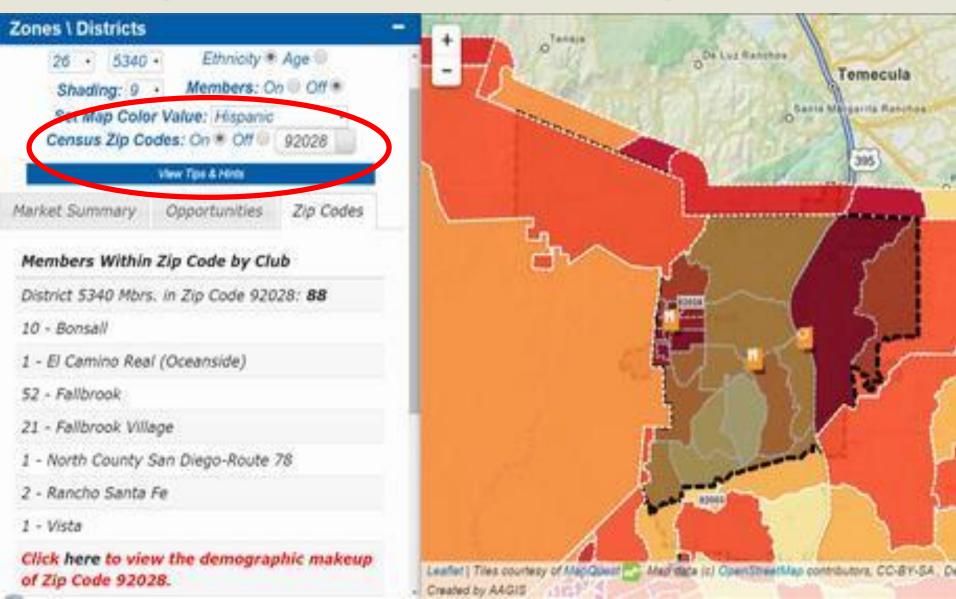
1. Input Section - Age

Zones \ Districts

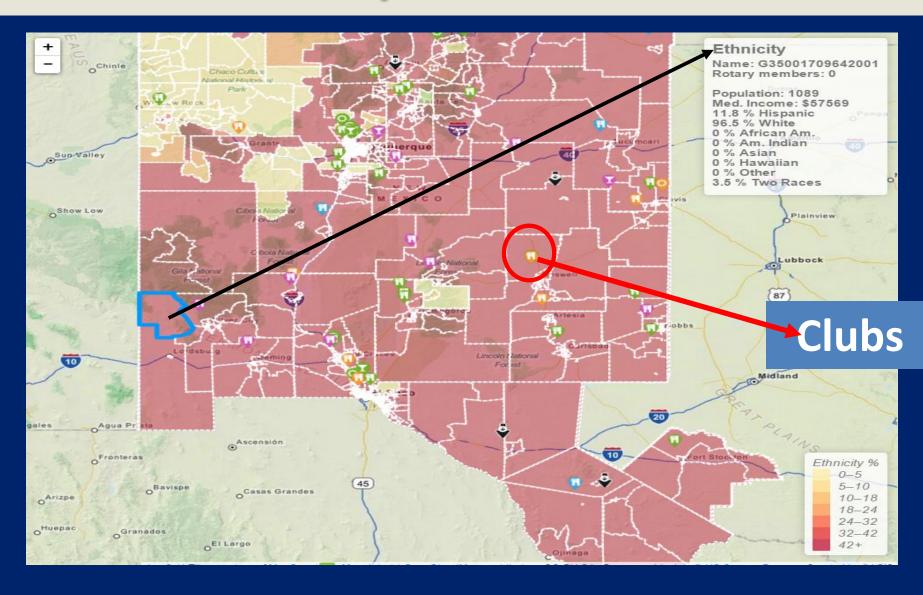
To begin, choose from the map options below:



1. Input Section – Zip Code



2. Map Section



3a.Market Summary-Ethnic



District Market Summary

Overall Population

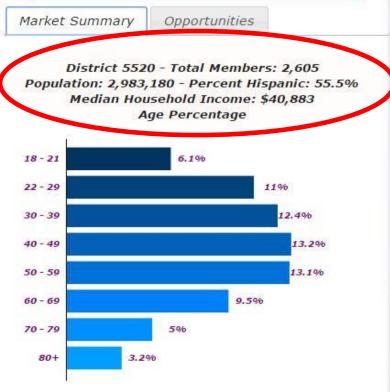
Number of Members

Median Income

Ethnic Composition



3a.Market Summary - Age



District Market Summary

- Overall Population
- Number of Members
- Median Income
- Age Composition



3b. Opportunities - Ethnic

Market Summary

Opportunities

| District 5520 Opportunities | | | | |
|------------------------------|--------------|------------------------|------|--|
| Click opportunity to view | | NAME OF TAXABLE PARTY. | Pop. | |
| African American #1 | 13.2% | \$89750 | 1994 | |
| African American #2 | 12.5% | \$125346 | 1329 | |
| African American #3 | 12.5% | \$95625 | 1187 | |
| African American #4 | 12.3% | \$96319 | 1024 | |
| African American #5 | 11.2% | \$101979 | 1286 | |
| African American #6 | 8.6% | \$89250 | 1483 | |
| African American #7 | 8.2% | \$97500 | 1875 | |
| African American #8 | 7.6% | \$105833 | 1067 | |
| African American #9 | 7.6% | \$91483 | 1773 | |
| African American #10 | 7.3% | \$202500 | 1391 | |
| Asian #1 | 10.4% | \$177778 | 1106 | |
| Asian #2 | 9.5% | \$132813 | 4645 | |
| Asian #3 | 9.4% | \$124415 | 1971 | |
| Asian #4 | 9.0% | \$193064 | 1210 | |
| Dispanic #1 | 100.0% | \$135550 | 103 | |
| Hispanic #2 | 91.7% | \$105208 | 1390 | |
| Hispanie #2 | 89 9% | ¢07601 | 702 | |
| Hispanic #4 | 87.3% | \$88235 | 3151 | |
| Hispanic #5 | 86.4% | \$88393 | 553 | |
| Hispanic #6 | 85.1% | \$84300 | 1411 | |
| Hispanic #7 | 79.0% | \$143750 | 1346 | |
| Hispanic #8 | 75.9% | \$107167 | 839 | |
| Hispanic #9 | 73.8% | \$104018 | 1270 | |
| Hispanic #10 | 73.2% | \$139485 | 2157 | |
| Two Races #1 | 44.7% | \$135536 | 103 | |
| Two Races #2 | 9.8% | \$122375 | 902 | |
| Two Races #3 | 9.0% | \$123654 | 691 | |
| Two Races #4 | 8.1% | \$125346 | 1329 | |
| Two Races #5 | 7.3% | \$134000 | 934 | |
| Two Races #6 | 7.1% | \$111875 | 1512 | |
| | | CAN STREET, CONTRACTOR | 2157 | |
| Two Races #7 | 6.4% | \$139485 | 2157 | |
| Two Races #7 Two Races #8 | 6.4% 6.4% | \$139485 \$120547 | 2612 | |

Opportunities

- Note ethnic segments where household income exceeds district average
- Note ethnic composition of census tract
- One click takes you there for further exploration.



3b. Opportunities - Age

Market Summary

Opportunities

| District 5520 Opportunities | | | | |
|-----------------------------|--------|------------|------|--|
| Click opportunity to view | Age % | Med HH Inc | Pop. | |
| 18-21% #1 | 77.6% | \$202500 | 1391 | |
| 18-21% #2 | 29.9% | \$81510 | 842 | |
| 18-21% #3 | 15.5% | \$82944 | 1634 | |
| 18-21% #4 | 13.6% | \$135536 | 103 | |
| 18-21% #5 | 11.9% | \$92882 | 1375 | |
| 22-29% #1 | 27.8% | \$95328 | 1290 | |
| 22-29% #2 | 20.4% | \$96372 | 1486 | |
| 22-29% #3 | 18.8% | \$102292 | 1454 | |
| 22-29% #4 | 18.3% | \$85729 | 1053 | |
| 22-29% #5 | 18.1% | \$93068 | 1728 | |
| 30-39% #1 | 25.2% | \$104018 | 1270 | |
| 30-39% #2 | 24.0% | \$109519 | 1123 | |
| 30-39% #3 | 23.4% | \$139485 | 2157 | |
| 30-39% #4 | 20.6% | \$128708 | 2451 | |
| 30-39% #5 | 19.4% | \$123654 | 691 | |
| 40-49% #1 | 27.2% | \$135536 | 103 | |
| 40-49% #2 | 21.0% | \$177778 | 1106 | |
| 40-49% #3 | 19.7% | \$133063 | 1669 | |
| 40-49% #4 | 19.4% | \$134000 | 2382 | |
| 40-49% #5 | 10.0% | \$120495 | 2157 | |
| 50-59% #1 | 29.9% | \$193064 | 1210 | |
| 50-59% #2 | 24.570 | \$1////8 | 1106 | |
| 50-59% #3 | 24.2% | \$156028 | 718 | |
| 50-59% #4 | 20.6% | \$144583 | 1099 | |
| 50-59% #5 | 20.3% | \$164107 | 812 | |
| 60-69% #1 | 37.0% | \$139538 | 1993 | |
| 60-69% #2 | 29.6% | \$164107 | 812 | |
| 60-69% #3 | 27.9% | \$156028 | 718 | |
| 60-69% #4 | 21.1% | \$144583 | 1099 | |

Age Opportunities

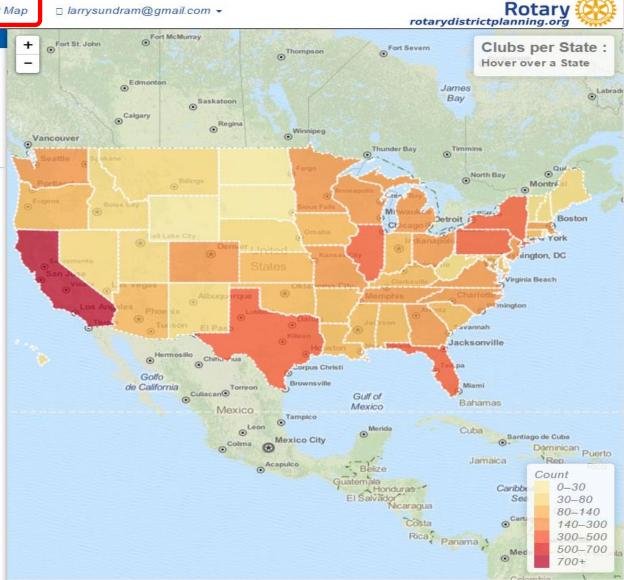
- By selecting "Age" as a Filter,
 The Opportunity tab will
 display census tracts with
 high concentrations of
 various age groups.
- It will also display average household income for the census tract.
- One click takes you there for further exploration.

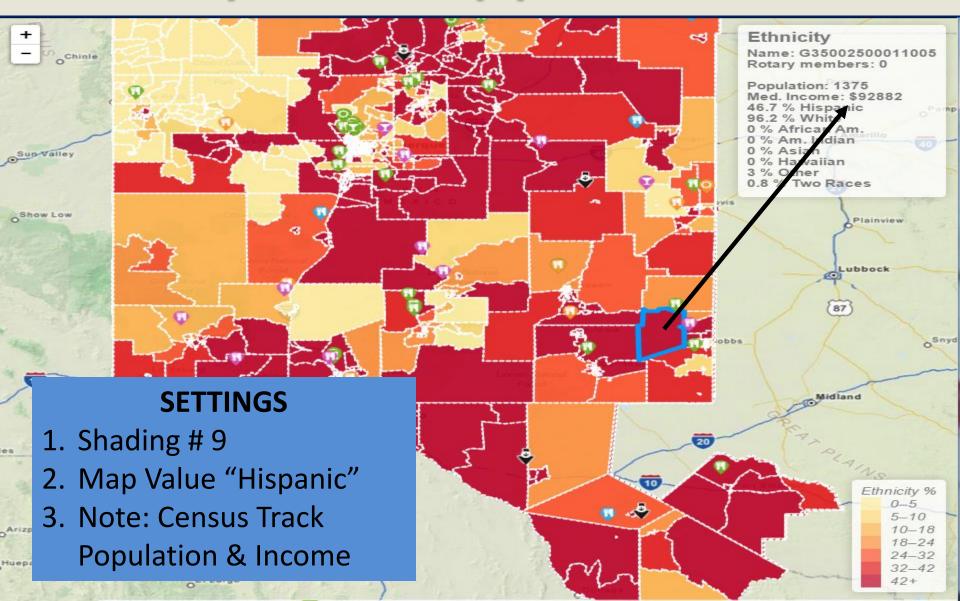


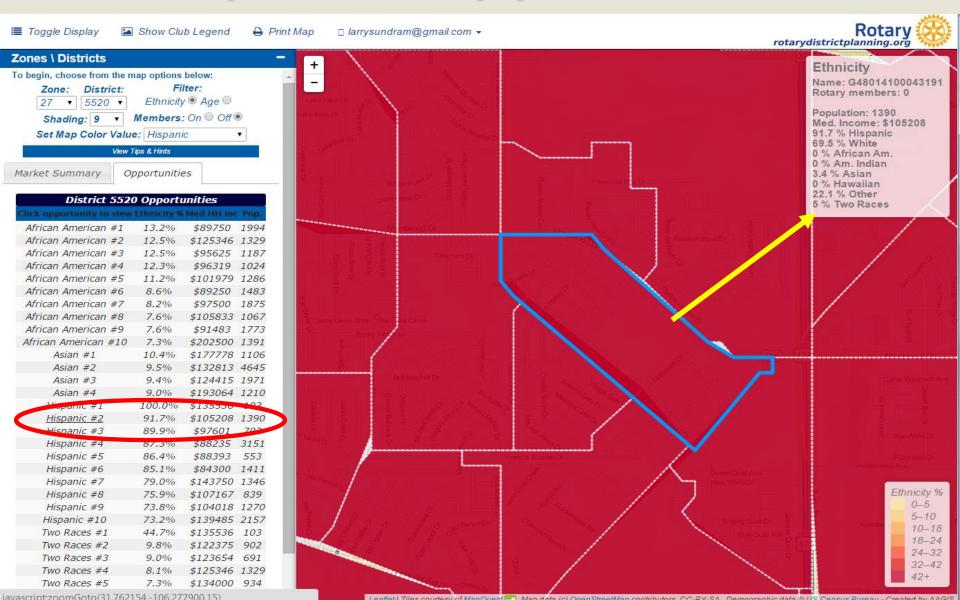
4. Tool Bar

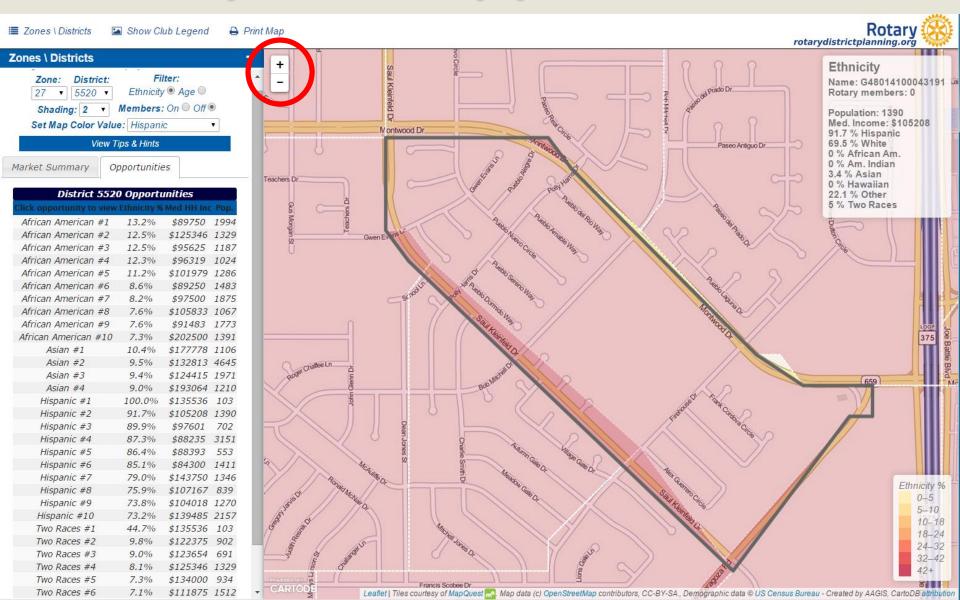


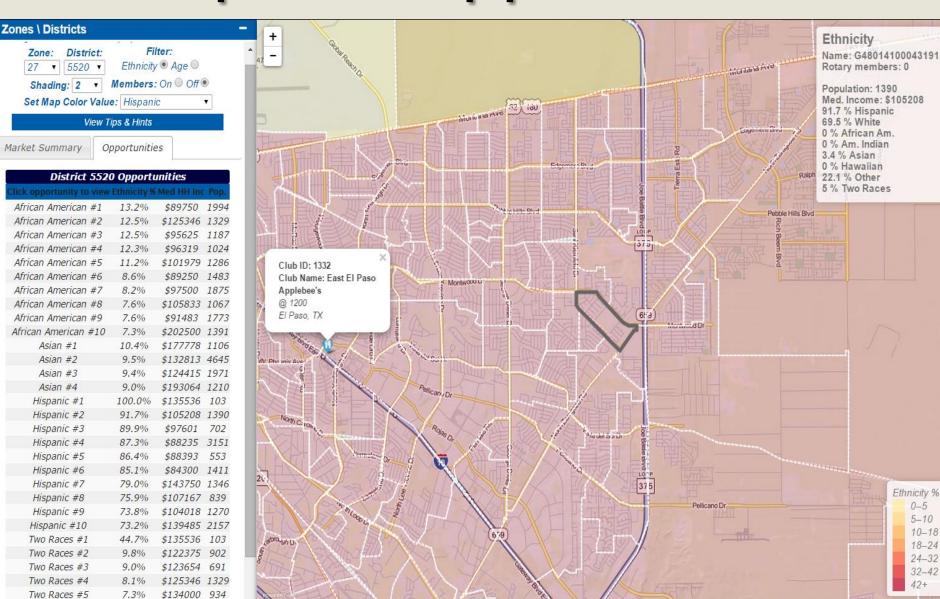
- Toggle Full screen
 Display
- 2. Show Club legend
- 3. Print Map

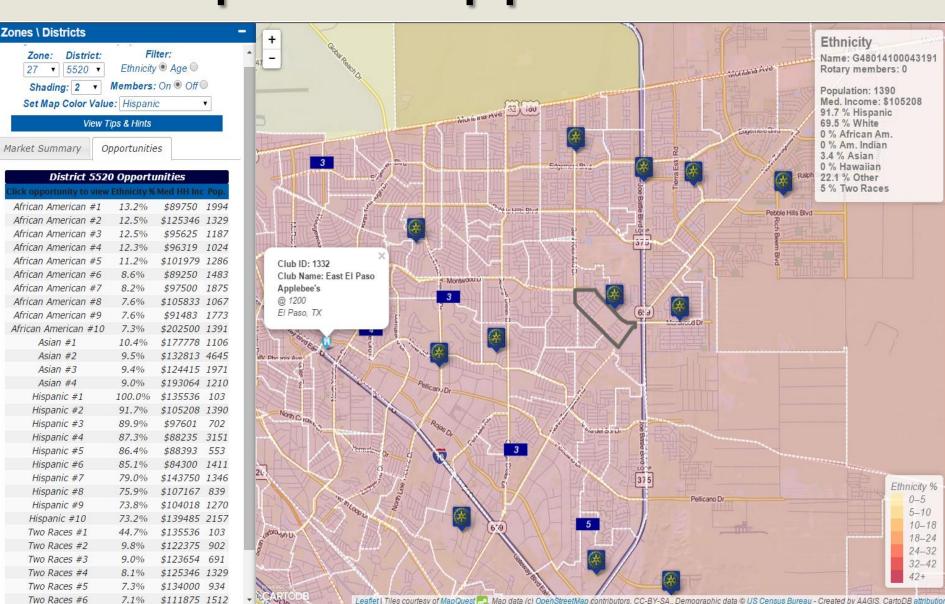












Club Legend

Growing

Growing Community, Declining Club

- Identify new suburban developments
- Identify new population segments
- Create new Clubs

Growing Community, Growing Club

- Identify new suburban developments
- Identify new population segments
- Add Satellite clubs for diversity
- Create new Clubs

Community

Declining Community, Declining Club

- Diversify
- Seek underserved segments
- Identify ethnic pockets
- New Clubs preferable to Satellite clubs because of new culture

Declining Community, Growing Club

- Find out what they are doing right
- Help them seek pockets of diversity for Satellite Club
- Stay out of their way

Declining

Membership

Growing

Club Legend





Icon



Growing Club, Growing Community (Lunch graphic)



Growing Community, Shrinking Club (Lunch graphic)



Shrinking Community, Growing Club (Breakfast graphic)



Shrinking Community, Shrinking Club (Evening graphic)



Club with under 10 members







QUESTIONS?

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