

Exhibit A

Per Member Analysis

	Revenue (excludes convention, merchandise and advertising exchange)	Expenses (excludes convention, depreciation, merchandise and advertising exchange)
Current Membership:	\$62.26	\$78.27
125,000 Members:	\$62.26	\$60.54

Exhibit B

FMCAssist Stats

<u>Policy Year</u>	<u>Member Cost per Year</u>
10/1/14-9/30/15	\$4.32
10/1/15-9/30/16	\$5.65
10/1/16-9/30/17	\$8.52
10/1/17-9/30/18 (projected based on current loss ratio 10/1/16-1/31/17 and current membership level)	\$11.24

Exhibit C

Membership Trend

<u>Date</u>	<u>Membership Count</u>	<u>+/- Previous Period</u>
6/30/2010	97,065	
6/30/2011	89,864	(7,201)
6/30/2012	83,708	(6,156)
6/30/2013	78,790	(4,918)
6/30/2014	75,699	(3,091)
6/30/2015	71,771	(3,928)
Fiscal Year 2016		+ 616
Money Spent on Acquisition and Retention Tactics 2016		\$269,901.76

