



TO: SNA Board of Directors and State Leaders
CC: Patti Montague
FROM: Laura Maynard
SUBJECT: September 2022 Membership, Certificate & Credentialing Program Report
DATE: October 12, 2022

Membership Overview

NEW: REGIONS ARE NOW ALIGNED WITH USDA

The September Membership Report shows that we have 47,300 members. This is an increase of 359 members compared to August 2022. It is also 42 more than the May 2022 year-end total and 583 more than September 2021. The month-on-month change can be attributed to usual seasonal trends, and the year-on-year increase is a positive sign that membership is starting to rebound from the impact of the COVID-19 pandemic. We hope this trend continues.

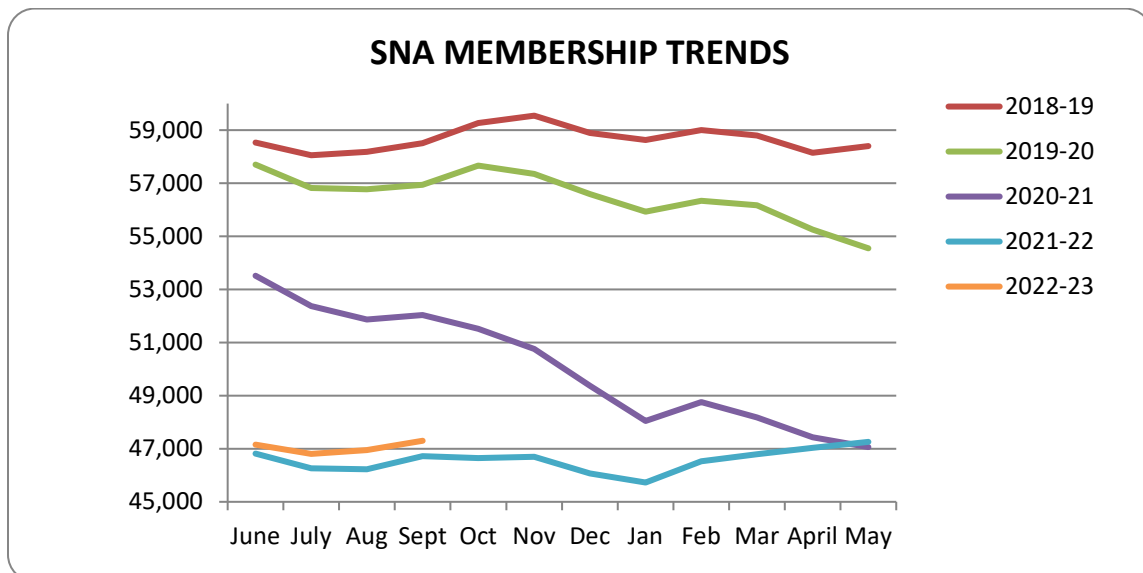
| Region | Sept 2022 | Sept 2021 | Diff | % Diff |
|-----------------|---------------|---------------|------------|-------------|
| Mid-Atlantic | 4,303 | 4,519 | -216 | -5% |
| Midwest | 8,906 | 8,759 | 147 | 2% |
| Mountain Plains | 3,426 | 3,368 | 58 | 2% |
| Northeast | 2,545 | 2,480 | 65 | 3% |
| Southeast | 16,759 | 16,825 | -66 | 0% |
| Southwest | 6,025 | 5,755 | 270 | 5% |
| Western | 5,003 | 4,653 | 350 | 8% |
| Misc. | 333 | 358 | -25 | -7% |
| Total | 47,300 | 46,717 | 583 | 1.2% |

All regions except the Mid-Atlantic and Southeast are showing growth compared to this time last year.

Since May 2022 year-end, the number of Major City Directors have decreased by 7 but District Directors have increased by 52. More significantly the number of school nutrition employee members has increased for the first time since the start of the pandemic.

Membership Trends

Membership numbers generally decline during the summer vacation months and the winter and then bounce back in the fall and spring. The large membership decrease in the last 2 years is due to the COVID-19 pandemic and overall membership numbers are below 2009 recession levels, there are however signs of recovery.



If you have any questions, please email lmaynard@schoolnutrition.org.

Continued...

School District Membership (SDM)

The total number of SDMs for September 2022 is 30,212 which is 190 less than the May 2022 year-end total. SDMs currently account for 63.9% of the total membership. The chart below shows the top 10 SDM states.

Top 10 SDM States

| | | | |
|-----------------------|-------|-------------------|-------|
| Georgia | 2,586 | Minnesota | 1,347 |
| North Carolina | 1,954 | Louisiana | 1,121 |
| Florida | 1,856 | Michigan | 1,061 |
| Alabama | 1,751 | Kentucky | 1,045 |
| Tennessee | 1,660 | Washington | 963 |

Credentialing Overview

The September Credentialing Report shows that there are 1,570 credentialed members which is 13 less than May 2022 year-end.

Certificate Program Overview

The September 2022 Certificate Program Report shows that we have 13,558 certificate holders, which is 440 less than May 2022 year-end total. See table below for more details.

| Level | Sept 2022 | May 2022 | % Diff |
|--------------|---------------|---------------|---------------|
| Level 1 | 8,696 | 9,061 | -4.03% |
| Level 2 | 546 | 531 | 2.82% |
| Level 3 | 1,225 | 1,272 | -3.69% |
| Level 4 | 3,091 | 3,134 | -1.37% |
| Total | 13,558 | 13,998 | -3.14% |

| Region | Sept 2022 | Sept 2021 | Diff | % Diff |
|-----------------|---------------|---------------|---------------|-------------|
| Mid-Atlantic | 1,035 | 1,188 | -153 | -13% |
| Midwest | 3,293 | 3,624 | -331 | -9% |
| Mountain Plains | 629 | 737 | -108 | -15% |
| Northeast | 452 | 534 | -82 | -15% |
| Southeast | 5,359 | 6,058 | -699 | -12% |
| Southwest | 1,025 | 1,234 | -209 | -17% |
| Western | 1,740 | 1,849 | -109 | -6% |
| Misc. | 25 | 30 | - | - |
| Total | 13,558 | 15,254 | -1,696 | -11% |

Members with a certificate account for 29% of our total membership.



MEMBERSHIP, CERTIFICATE PROGRAM & CREDENTIALING REPORT

| September 2022 | (Applications processed through 09/30/2022) | | | | | | | | | | Sept 2022 | +/- | Sept 2022 | +/- |
|-------------------------------|---|--------------|-------------|-------------|--------------------|-----------------|---------------|--------------|-----------------|--|--------------|-------------|---------------|-------------|
| | Sept 2022 | Aug 2022 | +/- Members | New Members | Reinstated Members | Expired Members | Grace Members | SDMs | 2022/23 2% Goal | | Cert Program | Prior Month | Credentialing | Prior Month |
| MID-ATLANTIC REGION | | | | | | | | | | | | | | |
| Delaware | 877 | 877 | 0 | 14 | 0 | 1 | 17 | 749 | 1,001 | | 150 | -13 | 17 | 0 |
| Dist. of Columbia | 38 | 40 | -2 | 0 | 0 | 2 | 3 | 31 | 41 | | 0 | 0 | 0 | 0 |
| Maryland | 540 | 541 | -1 | 6 | 0 | 7 | 15 | 296 | 548 | | 234 | -8 | 33 | 1 |
| New Jersey | 392 | 316 | 76 | 25 | 51 | 4 | 44 | 257 | 380 | | 27 | 0 | 16 | 0 |
| Pennsylvania | 679 | 682 | -3 | 7 | 0 | 11 | 82 | 345 | 683 | | 43 | 0 | 30 | 2 |
| Puerto Rico | 8 | 7 | 1 | 1 | 0 | 0 | 0 | 0 | 4 | | 0 | - | 1 | 0 |
| Virginia | 1,361 | 1,347 | 14 | 45 | 9 | 30 | 114 | 803 | 1,431 | | 552 | -16 | 52 | 1 |
| West Virginia | 408 | 405 | 3 | 3 | 18 | 0 | 8 | 346 | 387 | | 29 | 0 | 10 | 0 |
| TOTAL | 4,303 | 4,215 | 88 | 101 | 78 | 55 | 283 | 2,827 | 4,475 | | 1,035 | -37 | 159 | 4 |
| MIDWEST REGION | | | | | | | | | | | | | | |
| Illinois | 483 | 482 | 1 | 7 | 6 | 11 | 25 | 219 | 505 | | 89 | -2 | 34 | 2 |
| Indiana | 1,073 | 1,079 | -6 | 16 | 0 | 29 | 135 | 669 | 1,115 | | 213 | -1 | 38 | 0 |
| Iowa | 929 | 937 | -8 | 7 | 0 | 16 | 136 | 361 | 951 | | 412 | -5 | 16 | 0 |
| Michigan | 1,468 | 1,411 | 57 | 69 | 4 | 35 | 196 | 1,061 | 1,392 | | 138 | -2 | 43 | 0 |
| Minnesota | 2,773 | 2,770 | 3 | 81 | 4 | 42 | 231 | 1,347 | 2,738 | | 1,903 | -6 | 63 | 0 |
| Ohio | 1,305 | 1,296 | 9 | 14 | 0 | 6 | 97 | 768 | 1,345 | | 375 | -2 | 58 | 0 |
| Wisconsin | 875 | 876 | -1 | 7 | 1 | 17 | 117 | 495 | 921 | | 163 | -3 | 27 | -1 |
| TOTAL | 8,906 | 8,851 | 55 | 201 | 15 | 156 | 937 | 4,920 | 8,967 | | 3,293 | -21 | 279 | 1 |
| MOUNTAIN PLAINS REGION | | | | | | | | | | | | | | |
| Colorado | 920 | 925 | -5 | 9 | 0 | 12 | 207 | 762 | 955 | | 62 | 0 | 84 | 0 |
| Kansas | 371 | 370 | 1 | 3 | 2 | 6 | 41 | 120 | 387 | | 120 | -2 | 14 | 0 |
| Missouri | 762 | 768 | -6 | 11 | 7 | 26 | 66 | 392 | 769 | | 188 | -4 | 24 | 0 |
| Montana | 195 | 194 | 1 | 3 | 1 | 1 | 4 | 47 | 223 | | 21 | -1 | 4 | 0 |
| Nebraska | 344 | 345 | -1 | 5 | 1 | 4 | 47 | 145 | 376 | | 72 | -1 | 7 | 0 |
| North Dakota | 330 | 328 | 2 | 4 | 4 | 4 | 26 | 157 | 322 | | 57 | -1 | 7 | 0 |
| South Dakota | 353 | 365 | -12 | 0 | 1 | 17 | 39 | 214 | 397 | | 54 | -1 | 4 | 0 |
| Wyoming | 151 | 147 | 4 | 7 | 2 | 2 | 9 | 37 | 151 | | 55 | 0 | 2 | 0 |
| TOTAL | 3,426 | 3,442 | -16 | 42 | 18 | 72 | 439 | 1,874 | 3,580 | | 629 | -10 | 146 | 0 |
| NORTHEAST REGION | | | | | | | | | | | | | | |
| Connecticut | 413 | 412 | 1 | 6 | 1 | 1 | 47 | 224 | 432 | | 94 | -2 | 11 | 0 |
| Maine | 314 | 311 | 3 | 5 | 0 | 4 | 18 | 170 | 315 | | 55 | 0 | 20 | 0 |
| Massachusetts | 816 | 850 | -34 | 13 | 0 | 46 | 90 | 547 | 866 | | 129 | 0 | 59 | 2 |
| New Hampshire | 235 | 236 | -1 | 1 | 0 | 2 | 19 | 135 | 262 | | 86 | -2 | 10 | 0 |
| New York | 591 | 588 | 3 | 7 | 0 | 3 | 26 | 343 | 631 | | 77 | 0 | 40 | 0 |
| Rhode Island | 18 | 18 | 0 | 0 | 0 | 0 | 1 | 0 | 18 | | 0 | 0 | 1 | 0 |
| US Virgin Islands (USVI) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | | 0 | - | 0 | - |
| Vermont | 158 | 155 | 3 | 1 | 2 | 0 | 3 | 112 | 150 | | 11 | 0 | 13 | 0 |
| TOTAL | 2,545 | 2,570 | -25 | 33 | 3 | 56 | 204 | 1,531 | 2,675 | | 452 | -4 | 154 | 2 |



MEMBERSHIP, CERTIFICATE PROGRAM & CREDENTIALING REPORT

| September 2022 | (continued) | | | | | | | | | | | | |
|-------------------------|---------------|---------------|-------------|-------------|--------------------|-----------------|---------------|---------------|-----------------|------------------------|-----------------|-------------------------|-----------------|
| | Sept 2022 | Aug 2022 | +/- Members | New Members | Reinstated Members | Expired Members | Grace Members | SDMs | 2022/23 2% Goal | Sept 2022 Cert Program | +/- Prior Month | Sept 2022 Credentialing | +/- Prior Month |
| SOUTHEAST REGION | | | | | | | | | | | | | |
| Alabama | 2,628 | 2,523 | 105 | 137 | 2 | 18 | 247 | 1,751 | 2,560 | 1,120 | 14 | 36 | 0 |
| Florida | 2,577 | 2,591 | -14 | 18 | 1 | 27 | 141 | 1,856 | 2,668 | 867 | -4 | 82 | 0 |
| Georgia | 3,266 | 3,349 | -83 | 81 | 0 | 170 | 718 | 2,586 | 3,375 | 977 | -21 | 62 | 0 |
| Kentucky | 1,651 | 1,637 | 14 | 7 | 8 | 10 | 135 | 1,045 | 1,695 | 713 | -10 | 36 | 0 |
| Mississippi | 898 | 898 | 0 | 15 | 0 | 16 | 121 | 649 | 872 | 35 | 0 | 18 | 0 |
| North Carolina | 2,383 | 2,358 | 25 | 25 | 4 | 12 | 637 | 1,954 | 2,461 | 442 | -9 | 61 | 0 |
| South Carolina | 1,121 | 1,105 | 16 | 25 | 3 | 10 | 148 | 898 | 1,050 | 157 | -4 | 18 | 0 |
| Tennessee | 2,235 | 2,151 | 84 | 38 | 8 | 10 | 195 | 1,660 | 2,214 | 1,048 | 11 | 35 | 0 |
| TOTAL | 16,759 | 16,612 | 147 | 346 | 26 | 273 | 2,342 | 12,399 | 16,895 | 5,359 | -23 | 348 | 0 |
| SOUTHWEST REGION | | | | | | | | | | | | | |
| Arizona | 911 | 880 | 31 | 23 | 1 | 1 | 118 | 740 | 890 | 87 | 0 | 55 | -2 |
| Arkansas | 455 | 396 | 59 | 33 | 19 | 2 | 49 | 275 | 417 | 45 | -4 | 8 | 0 |
| Louisiana | 1,336 | 1,344 | -8 | 17 | 0 | 27 | 73 | 1,121 | 1,390 | 41 | 0 | 15 | 0 |
| New Mexico | 683 | 680 | 3 | 10 | 1 | 4 | 100 | 508 | 745 | 268 | -2 | 9 | -1 |
| Oklahoma | 760 | 760 | 0 | 2 | 0 | 3 | 57 | 546 | 804 | 148 | -5 | 6 | 0 |
| Texas | 864 | 864 | 0 | 13 | 2 | 15 | 94 | 435 | 890 | 47 | 1 | 106 | 2 |
| Utah | 1,016 | 1,015 | 1 | 12 | 0 | 6 | 55 | 578 | 1,067 | 389 | -14 | 20 | 0 |
| TOTAL | 6,025 | 5,939 | 86 | 110 | 23 | 58 | 546 | 4,203 | 6,203 | 1,025 | -24 | 219 | -1 |
| WESTERN REGION | | | | | | | | | | | | | |
| Alaska | 100 | 98 | 2 | 2 | 0 | 0 | 21 | 68 | 100 | 12 | 0 | 6 | 0 |
| American Samoa | 10 | 10 | 0 | 0 | 0 | 0 | 0 | 10 | 4 | 0 | - | 0 | - |
| California | 1,396 | 1,401 | -5 | 17 | 4 | 29 | 167 | 574 | 1,382 | 121 | -2 | 130 | 1 |
| CNMI* | 6 | 6 | 0 | 0 | 0 | 0 | 0 | 0 | 7 | 0 | - | 0 | - |
| Guam | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | - | 0 | - |
| Hawaii | 32 | 33 | -1 | 0 | 0 | 1 | 0 | 14 | 34 | 3 | 0 | 1 | 0 |
| Idaho | 603 | 582 | 21 | 17 | 12 | 1 | 32 | 344 | 616 | 188 | 7 | 21 | 0 |
| Nevada | 76 | 76 | 0 | 0 | 0 | 0 | 1 | 59 | 82 | 2 | 0 | 2 | 0 |
| Oregon | 569 | 560 | 9 | 6 | 1 | 3 | 19 | 426 | 591 | 45 | 0 | 15 | 0 |
| Washington | 2,211 | 2,209 | 2 | 15 | 15 | 29 | 131 | 963 | 2,228 | 1,369 | -7 | 40 | -2 |
| TOTAL | 5,003 | 4,975 | 28 | 57 | 32 | 63 | 371 | 2,458 | 5,045 | 1,740 | -2 | 215 | -1 |
| SUBTOTAL | 46,967 | 46,604 | 363 | 890 | 195 | 733 | 5,122 | 30,212 | 47,840 | 13,533 | -121 | 1,520 | 5 |
| Miscellaneous | 333 | 337 | -4 | 0 | 0 | 0 | 0 | 0 | 368 | 25 | -1 | 50 | -1 |
| GRAND TOTAL | 47,300 | 46,941 | 359 | 890 | 195 | 733 | 5,122 | 30,212 | 48,208 | 13,558 | -122 | 1,570 | 4 |

NOTES: 1) There are a few reasons why the number of expired members does not always equal the number of new and reinstated members minus the difference (+/-) in members. Most are related to SDM such as transfers and aligning renewal dates. Other reasons include an active member moving to a different state. Grace members are included in the total number of members. 2) Miscellaneous members includes industry members and international members. 3)* CNMI is the Commonwealth of the Northern Mariana Islands.



SNA STATE ASSOCIATION

ANNUAL MEMBERSHIP COMPARISON

September 2022

| | Sept 2022 | Sept 2021 | +/- Members | Percentage Difference |
|-------------------------------|--------------|--------------|----------------|--------------------------|
| MID-ATLANTIC REGION | | | | |
| Delaware | 877 | 971 | -94 | -10% |
| Dist. of Columbia | 38 | 60 | -22 | -37% |
| Maryland | 540 | 570 | -30 | -5% |
| New Jersey | 392 | 362 | 30 | 8% |
| Pennsylvania | 679 | 679 | 0 | 0% |
| Puerto Rico | 8 | 0 | 8 | - |
| Virginia | 1,361 | 1,458 | -97 | -7% |
| West Virginia | 408 | 419 | -11 | -3% |
| TOTAL | 4,303 | 4,519 | -216 | -5% |
| MIDWEST REGION | | | | |
| Illinois | 483 | 545 | -62 | -11% |
| Indiana | 1,073 | 1,093 | -20 | -2% |
| Iowa | 929 | 879 | 50 | 6% |
| Michigan | 1,468 | 1,348 | 120 | 9% |
| Minnesota | 2,773 | 2,722 | 51 | 2% |
| Ohio | 1,305 | 1,309 | -4 | 0% |
| Wisconsin | 875 | 863 | 12 | 1% |
| TOTAL | 8,906 | 8,759 | 147 | 2% |
| MOUNTAIN PLAINS REGION | | | | |
| Colorado | 920 | 818 | 102 | 12% |
| Kansas | 371 | 394 | -23 | -6% |
| Missouri | 762 | 748 | 14 | 2% |
| Montana | 195 | 209 | -14 | -7% |
| Nebraska | 344 | 339 | 5 | 1% |
| North Dakota | 330 | 290 | 40 | 14% |
| South Dakota | 353 | 389 | -36 | -9% |
| Wyoming | 151 | 181 | -30 | -17% |
| TOTAL | 3,426 | 3,368 | 58 | 2% |
| NORTHEAST REGION | | | | |
| Connecticut | 413 | 376 | 37 | 10% |
| Maine | 314 | 306 | 8 | 3% |
| Massachusetts | 816 | 806 | 10 | 1% |
| New Hampshire | 235 | 257 | -22 | -9% |
| New York | 591 | 625 | -34 | -5% |
| Rhode Island | 18 | 9 | 9 | 100% |
| US Virgin Islands (USVI) | 0 | 0 | - | - |
| Vermont | 158 | 101 | 57 | 56% |
| TOTAL | 2,545 | 2,480 | 65 | 3% |



SNA STATE ASSOCIATION

ANNUAL MEMBERSHIP COMPARISON

| September 2022 | (continued) | | | |
|-------------------------|---------------|---------------|----------------|--------------------------|
| | Sept 2022 | Sept 2021 | +/- Members | Percentage Difference |
| SOUTHEAST REGION | | | | |
| Alabama | 2,628 | 2,199 | 429 | 20% |
| Florida | 2,577 | 2,718 | -141 | -5% |
| Georgia | 3,266 | 3,370 | -104 | -3% |
| Kentucky | 1,651 | 1,679 | -28 | -2% |
| Mississippi | 898 | 864 | 34 | 4% |
| North Carolina | 2,383 | 2,356 | 27 | 1% |
| South Carolina | 1,121 | 1,177 | -56 | -5% |
| Tennessee | 2,235 | 2,462 | -227 | -9% |
| TOTAL | 16,759 | 16,825 | -66 | 0% |
| SOUTHWEST REGION | | | | |
| Arizona | 911 | 919 | -8 | -1% |
| Arkansas | 455 | 393 | 62 | 16% |
| Louisiana | 1,336 | 1,248 | 88 | 7% |
| New Mexico | 683 | 729 | -46 | -6% |
| Oklahoma | 760 | 840 | -80 | -10% |
| Texas | 864 | 766 | 98 | 13% |
| Utah | 1,016 | 860 | 156 | 18% |
| TOTAL | 6,025 | 5,755 | 270 | 5% |
| WESTERN REGION | | | | |
| Alaska | 100 | 75 | 25 | 33% |
| American Samoa | 10 | 0 | 10 | - |
| California | 1,396 | 1,234 | 162 | 13% |
| CNMI* | 6 | 0 | 6 | - |
| Guam | 0 | 0 | 0 | - |
| Hawaii | 32 | 26 | 6 | 23% |
| Idaho | 603 | 530 | 73 | 14% |
| Nevada | 76 | 52 | 24 | 46% |
| Oregon | 569 | 602 | -33 | -5% |
| Washington | 2,211 | 2,134 | 77 | 4% |
| TOTAL | 5,003 | 4,653 | 350 | 8% |
| SUBTOTAL | 46,967 | 46,359 | 608 | 1% |
| Miscellaneous | 333 | 358 | -25 | -7% |
| GRAND TOTAL | 47,300 | 46,717 | 583 | 1.2% |

Note: The retention rate is skewing slightly higher as this report contains only a partial year of data. In 2021-22, SNA's national retention rate was 81.6% which is which is in line with SNA's pre- pandemic retention rates.



SNA STATE ASSOCIATION

MEMBERSHIP RETENTION ANALYSIS REPORT

| September 2022 | Year To Date Retention | | | | | | |
|-------------------------------|------------------------|--------------|-------------|--------------------|-----------------|----------------|-----------------|
| | Sept 2022 | May 2022 | +/- Members | Reinstated Members | Expired Members | Retention Rate | 2022/23 2% Goal |
| MID-ATLANTIC REGION | | | | | | | |
| Delaware | 877 | 981 | -104 | 0 | 152 | 85% | 1,001 |
| Dist. of Columbia | 38 | 40 | -2 | 0 | 4 | 90% | 41 |
| Maryland | 540 | 537 | 3 | 4 | 32 | 95% | 548 |
| New Jersey | 392 | 373 | 19 | 54 | 78 | 94% | 380 |
| Pennsylvania | 679 | 670 | 9 | 3 | 66 | 91% | 683 |
| Puerto Rico | 8 | 3 | 5 | 0 | 0 | 100% | 4 |
| Virginia | 1361 | 1,403 | -42 | 17 | 193 | 87% | 1,431 |
| West Virginia | 408 | 379 | 29 | 37 | 1 | 109% | 387 |
| TOTAL | 4,303 | 4,386 | -83 | 115 | 526 | 91% | 4,475 |
| MIDWEST REGION | | | | | | | |
| Illinois | 483 | 495 | -12 | 13 | 42 | 94% | 505 |
| Indiana | 1073 | 1,093 | -20 | 7 | 81 | 93% | 1,115 |
| Iowa | 929 | 932 | -3 | 4 | 51 | 95% | 951 |
| Michigan | 1468 | 1,365 | 103 | 7 | 81 | 95% | 1,392 |
| Minnesota | 2773 | 2,684 | 89 | 31 | 186 | 94% | 2,738 |
| Ohio | 1305 | 1,319 | -14 | 31 | 108 | 94% | 1,345 |
| Wisconsin | 875 | 903 | -28 | 4 | 69 | 93% | 921 |
| TOTAL | 8,906 | 8,791 | 115 | 97 | 618 | 94% | 8,967 |
| MOUNTAIN PLAINS REGION | | | | | | | |
| Colorado | 920 | 936 | -16 | 4 | 42 | 96% | 955 |
| Kansas | 371 | 379 | -8 | 3 | 35 | 92% | 387 |
| Missouri | 762 | 754 | 8 | 44 | 87 | 94% | 769 |
| Montana | 195 | 219 | -24 | 1 | 37 | 84% | 223 |
| Nebraska | 344 | 369 | -25 | 4 | 46 | 89% | 376 |
| North Dakota | 330 | 316 | 14 | 6 | 30 | 92% | 322 |
| South Dakota | 353 | 389 | -36 | 3 | 61 | 85% | 397 |
| Wyoming | 151 | 148 | 3 | 6 | 16 | 93% | 151 |
| TOTAL | 3,426 | 3,510 | -84 | 71 | 354 | 92% | 3,580 |
| NORTHEAST REGION | | | | | | | |
| Connecticut | 413 | 424 | -11 | 1 | 23 | 95% | 432 |
| Maine | 314 | 309 | 5 | 7 | 20 | 96% | 315 |
| Massachusetts | 816 | 849 | -33 | 53 | 98 | 95% | 866 |
| New Hampshire | 235 | 257 | -22 | 13 | 39 | 90% | 262 |
| New York | 591 | 619 | -28 | 46 | 68 | 96% | 631 |
| Rhode Island | 18 | 17 | 1 | 0 | 0 | 100% | 18 |
| US Virgin Islands (USVI) | 0 | 0 | 0 | 0 | 0 | * | 1 |
| Vermont | 158 | 147 | 11 | 2 | 10 | 95% | 150 |
| TOTAL | 2,545 | 2,622 | -77 | 122 | 258 | 95% | 2,675 |



SNA STATE ASSOCIATION

MEMBERSHIP RETENTION ANALYSIS REPORT

| September 2022 | (continued) | | | | | | |
|-------------------------|---------------|---------------|----------------|-----------------------|--------------------|-------------------|--------------------|
| | Sept 2022 | May 2022 | +/- Members | Reinstated Members | Expired Members | Retention Rate | 2022/23 2% Goal |
| SOUTHEAST REGION | | | | | | | |
| Alabama | 2628 | 2,510 | 118 | 11 | 69 | 98% | 2,560 |
| Florida | 2577 | 2,616 | -39 | 10 | 91 | 97% | 2,668 |
| Georgia | 3266 | 3,309 | -43 | 19 | 245 | 93% | 3,375 |
| Kentucky | 1651 | 1,662 | -11 | 25 | 133 | 94% | 1,695 |
| Mississippi | 898 | 855 | 43 | 6 | 37 | 96% | 872 |
| North Carolina | 2383 | 2,413 | -30 | 31 | 115 | 97% | 2,461 |
| South Carolina | 1121 | 1,029 | 92 | 106 | 53 | 105% | 1,050 |
| Tennessee | 2235 | 2,171 | 64 | 34 | 98 | 97% | 2,214 |
| TOTAL | 16,759 | 16,565 | 194 | 242 | 841 | 96% | 16,895 |
| SOUTHWEST REGION | | | | | | | |
| Arizona | 911 | 873 | 38 | 14 | 35 | 98% | 890 |
| Arkansas | 455 | 409 | 46 | 19 | 29 | 98% | 417 |
| Louisiana | 1336 | 1,363 | -27 | 3 | 62 | 96% | 1,390 |
| New Mexico | 683 | 730 | -47 | 11 | 80 | 91% | 745 |
| Oklahoma | 760 | 788 | -28 | 11 | 42 | 96% | 804 |
| Texas | 864 | 873 | -9 | 11 | 56 | 95% | 890 |
| Utah | 1016 | 1,046 | -30 | 3 | 68 | 94% | 1,067 |
| TOTAL | 6,025 | 6,082 | -57 | 72 | 372 | 95% | 6,203 |
| WESTERN REGION | | | | | | | |
| Alaska | 100 | 98 | 2 | 0 | 0 | 100% | 100 |
| American Samoa | 10 | 3 | 7 | 0 | 0 | 100% | 4 |
| California | 1396 | 1,355 | 41 | 15 | 94 | 94% | 1,382 |
| CNMI* | 6 | 6 | 0 | 0 | 1 | 83% | 7 |
| Guam | 0 | 0 | 0 | 0 | 0 | * | 1 |
| Hawaii | 32 | 33 | -1 | 0 | 1 | 97% | 34 |
| Idaho | 603 | 604 | -1 | 15 | 45 | 95% | 616 |
| Nevada | 76 | 80 | -4 | 0 | 6 | 93% | 82 |
| Oregon | 569 | 579 | -10 | 6 | 36 | 95% | 591 |
| Washington | 2211 | 2,184 | 27 | 47 | 138 | 96% | 2,228 |
| TOTAL | 5,003 | 4,942 | 61 | 83 | 321 | 95% | 5,045 |
| SUBTOTAL | 46,967 | 46,898 | 69 | 802 | 3,290 | 95% | 47,840 |
| Miscellaneous | 333 | 360 | -27 | 1 | 2 | * | 368 |
| GRAND TOTAL | 47,300 | 47,258 | 42 | 803 | 3,292 | 95% | 48,208 |

Note: The retention rate is skewing slightly higher as this report contains only a partial year of data. In 2021-22, SNA's national retention rate was 81.6% which is in line with SNA's pre-pandemic retention rates and higher than the 2022 mean association retention rate of 79%.



SMALL AFFILIATES (1-500 MEMBER DIVISION)

STATE MEMBERSHIP GROWTH RANKINGS

September 2022

| State | +/- Members | Sept 2022 | May 2022 | Members Diff in % | Ranking % Growth | 2022/23 2% Goal |
|------------------------------------|----------------|--------------|--------------|----------------------|---------------------|--------------------|
| 1 Arkansas | 46 | 455 | 409 | 11.2% | 3 | 417 |
| 2 West Virginia | 29 | 408 | 379 | 7.7% | 4 | 387 |
| 3 New Jersey | 19 | 392 | 373 | 5.1% | 7 | 380 |
| 4 North Dakota | 14 | 330 | 316 | 4.4% | 8 | 322 |
| 5 Vermont | 11 | 158 | 147 | 7.5% | 5 | 150 |
| 6 American Samoa | 7 | 10 | 3 | 233.3% | 1 | 4 |
| 7 Puerto Rico | 5 | 8 | 3 | 166.7% | 2 | 4 |
| 8 Maine | 5 | 314 | 309 | 1.6% | 11 | 315 |
| 9 Wyoming | 3 | 151 | 148 | 2.0% | 9 | 151 |
| 10 Alaska | 2 | 100 | 98 | 2.0% | 9 | 100 |
| 11 Rhode Island | 1 | 18 | 17 | 5.9% | 6 | 18 |
| 12 Northern Mariana Islands (CNMI) | 0 | 6 | 6 | 0.0% | 12 | 7 |
| 13 Hawaii | -1 | 32 | 33 | -3.0% | 16 | 34 |
| 14 Dist. of Columbia | -2 | 38 | 40 | -5.0% | 17 | 41 |
| 15 Nevada | -4 | 76 | 80 | -5.0% | 17 | 82 |
| 16 Kansas | -8 | 371 | 379 | -2.1% | 13 | 387 |
| 17 Connecticut | -11 | 413 | 424 | -2.6% | 15 | 432 |
| 18 Illinois | -12 | 483 | 495 | -2.4% | 14 | 505 |
| 19 New Hampshire | -22 | 235 | 257 | -8.6% | 20 | 262 |
| 20 Montana | -24 | 195 | 219 | -11.0% | 22 | 223 |
| 21 Nebraska | -25 | 344 | 369 | -6.8% | 19 | 376 |
| 22 South Dakota | -36 | 353 | 389 | -9.3% | 21 | 397 |
| 23 Guam | 0 | 0 | 0 | - | 23 | 1 |
| 24 US Virgin Islands (USVI) | 0 | 0 | 0 | - | 24 | 1 |
| TOTAL | -3 | 4,890 | 4,893 | -0.1% | - | 4,996 |

Guidelines to determine Membership Division Champions require that although one state may be ranked #1 in both categories at time of report, awards will be given to the top 2 ranking states in each division, one for increase in the number of members and one for percentage increase. States must reach their annual membership goal to be eligible for the Division Champion Award. Awards are also given to states which increase membership and achieve the annual membership goal. US Territories and Dependencies are showed for reference only and are not currently eligible for awards.



MEDIUM AFFILIATES (501-1,000 MEMBER DIVISION)

STATE MEMBERSHIP GROWTH RANKINGS

September 2022

| State | +/- Members | Sept 2022 | May 2022 | Members Diff in % | Ranking % Growth | 2022/23 2% Goal |
|------------------|----------------|---------------|---------------|----------------------|---------------------|--------------------|
| 1 Mississippi | 43 | 898 | 855 | 5.0% | 1 | 872 |
| 2 Arizona | 38 | 911 | 873 | 4.4% | 2 | 890 |
| 3 Pennsylvania | 9 | 679 | 670 | 1.3% | 3 | 683 |
| 4 Missouri | 8 | 762 | 754 | 1.1% | 4 | 769 |
| 5 Maryland | 3 | 540 | 537 | 0.6% | 5 | 548 |
| 6 Idaho | -1 | 603 | 604 | -0.2% | 6 | 616 |
| 7 Iowa | -3 | 929 | 932 | -0.3% | 7 | 951 |
| 8 Texas | -9 | 864 | 873 | -1.0% | 8 | 890 |
| 9 Oregon | -10 | 569 | 579 | -1.7% | 9 | 591 |
| 10 Colorado | -16 | 920 | 936 | -1.7% | 9 | 955 |
| 11 Wisconsin | -28 | 875 | 903 | -3.1% | 11 | 921 |
| 12 Oklahoma | -28 | 760 | 788 | -3.6% | 12 | 804 |
| 13 New York | -28 | 591 | 619 | -4.5% | 14 | 631 |
| 14 Massachusetts | -33 | 816 | 849 | -3.9% | 13 | 866 |
| 15 New Mexico | -47 | 683 | 730 | -6.4% | 15 | 745 |
| 16 Delaware | -104 | 877 | 981 | -10.6% | 16 | 1,001 |
| TOTAL | -206 | 12,277 | 12,483 | -1.7% | - | 12,733 |

Guidelines to determine Membership Division Champions require that although one state may be ranked #1 in both categories at time of report, awards will be given to the top 2 ranking states in each division, one for increase in the number of members and one for percentage increase. States must reach their annual membership goal to be eligible for the Division Champion Award. Awards are also given to states which increase membership and achieve the annual membership goal.



LARGE AFFILIATES (1,001+ MEMBER DIVISION)

STATE MEMBERSHIP GROWTH RANKINGS

September 2022

| State | +/- Members | Sept 2022 | May 2022 | Members Diff in % | Ranking % Growth | 2022/23 2% Goal |
|-------------------|----------------|---------------|---------------|----------------------|---------------------|--------------------|
| 1 Alabama | 118 | 2,628 | 2,510 | 4.7% | 3 | 2,560 |
| 2 Michigan | 103 | 1,468 | 1,365 | 7.5% | 2 | 1,392 |
| 3 South Carolina | 92 | 1,121 | 1,029 | 8.9% | 1 | 1,050 |
| 4 Minnesota | 89 | 2,773 | 2,684 | 3.3% | 4 | 2,738 |
| 5 Tennessee | 64 | 2,235 | 2,171 | 2.9% | 6 | 2,214 |
| 6 California | 41 | 1,396 | 1,355 | 3.0% | 5 | 1,382 |
| 7 Washington | 27 | 2,211 | 2,184 | 1.2% | 7 | 2,228 |
| 8 Kentucky | -11 | 1,651 | 1,662 | -0.7% | 8 | 1,695 |
| 9 Ohio | -14 | 1,305 | 1,319 | -1.1% | 9 | 1,345 |
| 10 Indiana | -20 | 1,073 | 1,093 | -1.8% | 13 | 1,115 |
| 11 Louisiana | -27 | 1,336 | 1,363 | -2.0% | 14 | 1,390 |
| 12 North Carolina | -30 | 2,383 | 2,413 | -1.2% | 10 | 2,461 |
| 13 Utah | -30 | 1,016 | 1,046 | -2.9% | 15 | 1,067 |
| 14 Florida | -39 | 2,577 | 2,616 | -1.5% | 12 | 2,668 |
| 15 Virginia | -42 | 1,361 | 1,403 | -3.0% | 16 | 1,431 |
| 16 Georgia | -43 | 3,266 | 3,309 | -1.3% | 11 | 3,375 |
| TOTAL | 278 | 29,800 | 29,522 | 0.9% | - | 30,111 |

Guidelines to determine Membership Division Champions require that although one state may be ranked #1 in both categories at time of report, awards will be given to the top 2 ranking states in each division, one for increase in the number of members and one for percentage increase. States must reach their annual membership goal to be eligible for the Division Champion Award. Awards are also given to states which increase membership and achieve the annual membership goal.



MEMBERSHIP PROFILE

September 2022

| | Sept 2022 | May 2022 | +/- Members | Membership % | Change Percent | SDM (current) | Cert (current) |
|-----------------------------|---------------|---------------|----------------|-----------------|-------------------|------------------|-------------------|
| School Nutrition Employees | 21,560 | 21,460 | 100 | 46% | 0% | 15,137 | 6,564 |
| School Nutrition Managers | 16,697 | 16,723 | -26 | 35% | 0% | 11,703 | 4,592 |
| District Directors | 5,949 | 5,897 | 52 | 13% | 1% | 2,092 | 1,233 |
| Retired | 437 | 430 | 7 | 1% | 2% | n/a | 86 |
| Affiliate | 783 | 850 | -67 | 2% | -8% | n/a | 341 |
| State Agency Directors | 724 | 719 | 5 | 2% | 1% | 579 | 48 |
| Major City Directors | 577 | 584 | -7 | 1% | -1% | 432 | 75 |
| Other | 128 | 118 | 10 | * | 8% | 269 | 610 |
| Industry Individual | 36 | 42 | -6 | * | -14% | n/a | - |
| Life | 32 | 32 | 0 | * | 0% | n/a | - |
| Corporate Industry + Patron | 305 | 315 | -10 | 1% | -3% | n/a | - |
| Allied Groups | 2 | 4 | -2 | * | - | n/a | - |
| Educators | 39 | 41 | -2 | * | -5% | n/a | 9 |
| Student | 29 | 41 | -12 | * | -29% | n/a | - |
| International | 2 | 2 | 0 | * | - | n/a | - |
| TOTAL MEMBERS | 47,300 | 47,258 | 42 | 100% | 0.1% | 30,212 | 13,558 |

Note: * is less than 1%



SCHOOL DISTRICT MEMBERSHIP (SDM)

REPORT

September 2022

| | Sept 2022 | Aug 2022 | +/- Members | May 2022 | +/- Members | % of Total Membership |
|-------------------------------|--------------|--------------|----------------|--------------|----------------|--------------------------|
| MID-ATLANTIC REGION | | | | | | |
| Delaware | 749 | 749 | 0 | 827 | -78 | 85% |
| Dist. of Columbia | 31 | 31 | 0 | 32 | -1 | 82% |
| Maryland | 296 | 296 | 0 | 285 | 11 | 55% |
| New Jersey | 257 | 185 | 72 | 240 | 17 | 66% |
| Pennsylvania | 345 | 345 | 0 | 325 | 20 | 51% |
| Puerto Rico | 0 | 0 | - | 0 | - | - |
| Virginia | 803 | 800 | 3 | 892 | -89 | 59% |
| West Virginia | 346 | 347 | -1 | 323 | 23 | 85% |
| TOTAL | 2,827 | 2,753 | 74 | 2,924 | -97 | 66% |
| MIDWEST REGION | | | | | | |
| Illinois | 219 | 215 | 4 | 209 | 10 | 45% |
| Indiana | 669 | 692 | -23 | 691 | -22 | 62% |
| Iowa | 361 | 365 | -4 | 372 | -11 | 39% |
| Michigan | 1,061 | 998 | 63 | 988 | 73 | 72% |
| Minnesota | 1,347 | 1,347 | 0 | 1,179 | 168 | 49% |
| Ohio | 768 | 764 | 4 | 762 | 6 | 59% |
| Wisconsin | 495 | 500 | -5 | 509 | -14 | 57% |
| TOTAL | 4,920 | 4,881 | 39 | 4,710 | 210 | 55% |
| MOUNTAIN PLAINS REGION | | | | | | |
| Colorado | 762 | 788 | -26 | 800 | -38 | 83% |
| Kansas | 120 | 118 | 2 | 123 | -3 | 32% |
| Missouri | 392 | 395 | -3 | 337 | 55 | 51% |
| Montana | 47 | 48 | -1 | 51 | -4 | 24% |
| Nebraska | 145 | 145 | 0 | 150 | -5 | 42% |
| North Dakota | 157 | 169 | -12 | 163 | -6 | 48% |
| South Dakota | 214 | 227 | -13 | 239 | -25 | 61% |
| Wyoming | 37 | 37 | 0 | 34 | 3 | 25% |
| TOTAL | 1,874 | 1,927 | -53 | 1,897 | -23 | 55% |
| NORTHEAST REGION | | | | | | |
| Connecticut | 224 | 227 | -3 | 222 | 2 | 54% |
| Maine | 170 | 163 | 7 | 153 | 17 | 54% |
| Massachusetts | 547 | 589 | -42 | 587 | -40 | 67% |
| New Hampshire | 135 | 136 | -1 | 141 | -6 | 57% |
| New York | 343 | 344 | -1 | 360 | -17 | 58% |
| Rhode Island | 0 | 1 | -1 | 1 | -1 | 0% |
| US Virgin Islands (USVI) | 0 | 0 | - | 0 | - | - |
| Vermont | 112 | 112 | 0 | 92 | 20 | 71% |
| TOTAL | 1,531 | 1,572 | -41 | 1,556 | -25 | 60% |



SCHOOL DISTRICT MEMBERSHIP (SDM)

REPORT

| September 2022 | (continued) | | | | | |
|-------------------------|---------------|---------------|-----------|---------------|-------------|--------------|
| | Sept | Aug | +/- | May | +/- | % of Total |
| | 2022 | 2022 | Members | 2022 | Members | Membership |
| SOUTHEAST REGION | | | | | | |
| Alabama | 1,751 | 1,676 | 75 | 1,748 | 3 | 67% |
| Florida | 1,856 | 1,880 | -24 | 1,895 | -39 | 72% |
| Georgia | 2,586 | 2,704 | -118 | 2,834 | -248 | 79% |
| Kentucky | 1,045 | 1,031 | 14 | 1,045 | 0 | 63% |
| Mississippi | 649 | 659 | -10 | 640 | 9 | 72% |
| North Carolina | 1,954 | 1,971 | -17 | 1,990 | -36 | 82% |
| South Carolina | 898 | 893 | 5 | 833 | 65 | 80% |
| Tennessee | 1,660 | 1,581 | 79 | 1,680 | -20 | 74% |
| TOTAL | 12,399 | 12,395 | 4 | 12,665 | -266 | 74% |
| SOUTHWEST REGION | | | | | | |
| Arizona | 740 | 718 | 22 | 730 | 10 | 81% |
| Arkansas | 275 | 241 | 34 | 259 | 16 | 60% |
| Louisiana | 1,121 | 1,142 | -21 | 1,155 | -34 | 84% |
| New Mexico | 508 | 506 | 2 | 534 | -26 | 74% |
| Oklahoma | 546 | 547 | -1 | 558 | -12 | 72% |
| Texas | 435 | 432 | 3 | 440 | -5 | 50% |
| Utah | 578 | 580 | -2 | 561 | 17 | 57% |
| TOTAL | 4,203 | 4,166 | 37 | 4,237 | -34 | 70% |
| WESTERN REGION | | | | | | |
| Alaska | 68 | 68 | 0 | 68 | 0 | 68% |
| American Samoa | 10 | 10 | - | 0 | - | 100% |
| California | 574 | 587 | -13 | 545 | 29 | 41% |
| CNMI* | 0 | 0 | - | 0 | - | - |
| Guam | 0 | 0 | - | 0 | - | - |
| Hawaii | 14 | 14 | 0 | 14 | 0 | 44% |
| Idaho | 344 | 325 | 19 | 334 | 10 | 57% |
| Nevada | 59 | 59 | 0 | 59 | 0 | 78% |
| Oregon | 426 | 422 | 4 | 435 | -9 | 75% |
| Washington | 963 | 956 | 7 | 945 | 18 | 44% |
| TOTAL | 2,458 | 2,441 | 17 | 2,400 | 48 | 49% |
| SUBTOTAL | 30,212 | 30,135 | 77 | 30,389 | -187 | 64% |
| Miscellaneous | 0 | 0 | 0 | 3 | -3 | 0% |
| GRAND TOTAL | 30,212 | 30,135 | 77 | 30,392 | -190 | 63.9% |



SNA STATE ASSOCIATION

CERTIFICATE PROGRAM REPORT

| September 2022 | (Applications processed through 09/30/2022) | | | | | | | |
|-------------------------------|---|--------------|------------|--------------|-------------|--------------|--------------------|--------------------------|
| | Sept 2022 | Aug 2022 | +/- | May 2022 | +/- | Sep 2021 | 2022/23 2% Goal | % of Total Membership |
| MID-ATLANTIC REGION | | | | | | | | |
| Delaware | 150 | 163 | -13 | 162 | -12 | 153 | 165 | 17% |
| Dist. of Columbia | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0% |
| Maryland | 234 | 242 | -8 | 246 | -12 | 269 | 251 | 43% |
| New Jersey | 27 | 27 | 0 | 27 | 0 | 33 | 28 | 7% |
| Pennsylvania | 43 | 43 | 0 | 43 | 0 | 51 | 44 | 6% |
| Puerto Rico | 0 | 0 | - | 0 | - | 0 | 1 | - |
| Virginia | 552 | 568 | -16 | 586 | -34 | 649 | 598 | 41% |
| West Virginia | 29 | 29 | 0 | 29 | 0 | 33 | 30 | 7% |
| TOTAL | 1,035 | 1,072 | -37 | 1,093 | -58 | 1,188 | 1,118 | 24% |
| MIDWEST REGION | | | | | | | | |
| Illinois | 89 | 91 | -2 | 103 | -14 | 111 | 105 | 18% |
| Indiana | 213 | 214 | -1 | 216 | -3 | 238 | 220 | 20% |
| Iowa | 412 | 417 | -5 | 439 | -27 | 468 | 448 | 44% |
| Michigan | 138 | 140 | -2 | 140 | -2 | 142 | 143 | 9% |
| Minnesota | 1,903 | 1,909 | -6 | 1,933 | -30 | 2,040 | 1,972 | 69% |
| Ohio | 375 | 377 | -2 | 388 | -13 | 416 | 396 | 29% |
| Wisconsin | 163 | 166 | -3 | 175 | -12 | 209 | 179 | 19% |
| TOTAL | 3,293 | 3,314 | -21 | 3,394 | -101 | 3,624 | 3,463 | 37% |
| MOUNTAIN PLAINS REGION | | | | | | | | |
| Colorado | 62 | 62 | 0 | 66 | -4 | 75 | 67 | 7% |
| Kansas | 120 | 122 | -2 | 125 | -5 | 137 | 128 | 32% |
| Missouri | 188 | 192 | -4 | 198 | -10 | 228 | 202 | 25% |
| Montana | 21 | 22 | -1 | 24 | -3 | 24 | 25 | 11% |
| Nebraska | 72 | 73 | -1 | 77 | -5 | 84 | 79 | 21% |
| North Dakota | 57 | 58 | -1 | 60 | -3 | 63 | 61 | 17% |
| South Dakota | 54 | 55 | -1 | 58 | -4 | 61 | 59 | 15% |
| Wyoming | 55 | 55 | 0 | 55 | 0 | 65 | 56 | 36% |
| TOTAL | 629 | 639 | -10 | 663 | -34 | 737 | 677 | 18% |
| NORTHEAST REGION | | | | | | | | |
| Connecticut | 94 | 96 | -2 | 99 | -5 | 109 | 101 | 23% |
| Maine | 55 | 55 | 0 | 58 | -3 | 69 | 59 | 18% |
| Massachusetts | 129 | 129 | 0 | 134 | -5 | 155 | 137 | 16% |
| New Hampshire | 86 | 88 | -2 | 90 | -4 | 101 | 92 | 37% |
| New York | 77 | 77 | 0 | 77 | 0 | 89 | 79 | 13% |
| Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0% |
| US Virgin Islands (USVI) | 0 | 0 | - | 0 | - | 0 | 1 | - |
| Vermont | 11 | 11 | 0 | 11 | 0 | 11 | 12 | 7% |
| TOTAL | 452 | 456 | -4 | 469 | -17 | 534 | 482 | 18% |



SNA STATE ASSOCIATION

CERTIFICATE PROGRAM REPORT

| September 2022 | (continued) | | | | | | | |
|-------------------------|---------------|---------------|-------------|---------------|-------------|---------------|--------------------|--------------------------|
| | Sept 2022 | Aug 2022 | +/- | May 2022 | +/- | Sep 2021 | 2022/23 2% Goal | % of Total Membership |
| SOUTHEAST REGION | | | | | | | | |
| Alabama | 1,120 | 1,106 | 14 | 1,101 | 19 | 1,146 | 1,123 | 43% |
| Florida | 867 | 871 | -4 | 878 | -11 | 996 | 896 | 34% |
| Georgia | 977 | 998 | -21 | 1,043 | -66 | 1,199 | 1,064 | 30% |
| Kentucky | 713 | 723 | -10 | 730 | -17 | 769 | 745 | 43% |
| Mississippi | 35 | 35 | 0 | 40 | -5 | 56 | 41 | 4% |
| North Carolina | 442 | 451 | -9 | 474 | -32 | 517 | 483 | 19% |
| South Carolina | 157 | 161 | -4 | 175 | -18 | 187 | 179 | 14% |
| Tennessee | 1,048 | 1,037 | 11 | 1,047 | 1 | 1,188 | 1,068 | 47% |
| TOTAL | 5,359 | 5,382 | -23 | 5,488 | -129 | 6,058 | 5,599 | 32% |
| SOUTHWEST REGION | | | | | | | | |
| Arizona | 87 | 87 | 0 | 89 | -2 | 92 | 91 | 10% |
| Arkansas | 45 | 49 | -4 | 56 | -11 | 61 | 57 | 10% |
| Louisiana | 41 | 41 | 0 | 39 | 2 | 43 | 40 | 3% |
| New Mexico | 268 | 270 | -2 | 298 | -30 | 330 | 304 | 39% |
| Oklahoma | 148 | 153 | -5 | 160 | -12 | 196 | 163 | 19% |
| Texas | 47 | 46 | 1 | 51 | -4 | 45 | 52 | 5% |
| Utah | 389 | 403 | -14 | 416 | -27 | 467 | 424 | 38% |
| TOTAL | 1,025 | 1,049 | -24 | 1,109 | -84 | 1,234 | 1,131 | 17% |
| WESTERN REGION | | | | | | | | |
| Alaska | 12 | 12 | 0 | 12 | 0 | 10 | 13 | 12% |
| American Samoa | 0 | 0 | - | 0 | - | 0 | 1 | - |
| California | 121 | 123 | -2 | 123 | -2 | 128 | 125 | 9% |
| CNMI* | 0 | 0 | - | 0 | - | 0 | 1 | - |
| Guam | 0 | 0 | - | 0 | - | 0 | 1 | - |
| Hawaii | 3 | 3 | 0 | 3 | 0 | 3 | 4 | 9% |
| Idaho | 188 | 181 | 7 | 184 | 4 | 217 | 188 | 31% |
| Nevada | 2 | 2 | 0 | 3 | -1 | 3 | 4 | 3% |
| Oregon | 45 | 45 | 0 | 47 | -2 | 48 | 48 | 8% |
| Washington | 1,369 | 1,376 | -7 | 1,385 | -16 | 1,440 | 1,413 | 62% |
| TOTAL | 1,740 | 1,742 | -2 | 1,757 | -17 | 1,849 | 1,798 | 35% |
| SUBTOTAL | 13,533 | 13,654 | -121 | 13,973 | -440 | 15,224 | 14,268 | 29% |
| Miscellaneous | 25 | 26 | -1 | 25 | 0 | 30 | 26 | 8% |
| GRAND TOTAL | 13,558 | 13,680 | -122 | 13,998 | -440 | 15,254 | 14,294 | 29% |



SNA STATE ASSOCIATION CREDENTIALING (SNS) REPORT

| September 2022 | (Applications processed through 09/30/2022) | | | | | | Sept | # Times |
|-------------------------------|---|-------------|----------|-------------|-----------|-------------------|------------|-------------|
| | Sept 2022 | Aug 2022 | +/- | May 2022 | +/- | % Diff in Cred | 2021 | Exam Hosted |
| MID-ATLANTIC REGION | | | | | | | | |
| Delaware | 17 | 17 | 0 | 18 | -1 | -6% | 19 | 2 |
| Dist. of Columbia | 0 | 0 | 0 | 0 | 0 | - | 1 | 17 |
| Maryland | 33 | 32 | 1 | 32 | 1 | 3% | 32 | 5 |
| New Jersey | 16 | 16 | 0 | 15 | 1 | 7% | 16 | 8 |
| Pennsylvania | 30 | 28 | 2 | 30 | 0 | 0% | 29 | 21 |
| Puerto Rico | 1 | 1 | 0 | 0 | 1 | - | 0 | 0 |
| Virginia | 52 | 51 | 1 | 53 | -1 | -2% | 51 | 28 |
| West Virginia | 10 | 10 | 0 | 9 | 1 | 11% | 9 | 0 |
| TOTAL | 159 | 155 | 4 | 157 | 2 | 1% | 157 | 81 |
| MIDWEST REGION | | | | | | | | |
| Illinois | 34 | 32 | 2 | 36 | -2 | -6% | 37 | 8 |
| Indiana | 38 | 38 | 0 | 38 | 0 | 0% | 40 | 7 |
| Iowa | 16 | 16 | 0 | 17 | -1 | -6% | 16 | 10 |
| Michigan | 43 | 43 | 0 | 44 | -1 | -2% | 37 | 14 |
| Minnesota | 63 | 63 | 0 | 68 | -5 | -7% | 70 | 14 |
| Ohio | 58 | 58 | 0 | 57 | 1 | 2% | 62 | 11 |
| Wisconsin | 27 | 28 | -1 | 28 | -1 | -4% | 29 | 16 |
| TOTAL | 279 | 278 | 1 | 288 | -9 | -3% | 291 | 80 |
| MOUNTAIN PLAINS REGION | | | | | | | | |
| Colorado | 84 | 84 | 0 | 78 | 6 | 8% | 79 | 13 |
| Kansas | 14 | 14 | 0 | 15 | -1 | -7% | 15 | 4 |
| Missouri | 24 | 24 | 0 | 24 | 0 | 0% | 26 | 12 |
| Montana | 4 | 4 | 0 | 3 | 1 | 33% | 3 | 0 |
| Nebraska | 7 | 7 | 0 | 5 | 2 | 40% | 5 | 0 |
| North Dakota | 7 | 7 | 0 | 7 | 0 | 0% | 7 | 1 |
| South Dakota | 4 | 4 | 0 | 5 | -1 | -20% | 5 | 1 |
| Wyoming | 2 | 2 | 0 | 4 | -2 | -50% | 4 | 0 |
| TOTAL | 146 | 146 | 0 | 141 | 5 | 4% | 144 | 31 |
| NORTHEAST REGION | | | | | | | | |
| Connecticut | 11 | 11 | 0 | 13 | -2 | -15% | 8 | 4 |
| Maine | 20 | 20 | 0 | 19 | 1 | 5% | 19 | 5 |
| Massachusetts | 59 | 57 | 2 | 60 | -1 | -2% | 61 | 13 |
| New Hampshire | 10 | 10 | 0 | 10 | 0 | 0% | 11 | 4 |
| New York | 40 | 40 | 0 | 44 | -4 | -9% | 45 | 21 |
| Rhode Island | 1 | 1 | 0 | 1 | 0 | 0% | 1 | 1 |
| US Virgin Islands (USVI) | 0 | 0 | - | 0 | - | - | 0 | 0 |
| Vermont | 13 | 13 | 0 | 13 | 0 | 0% | 10 | 8 |
| TOTAL | 154 | 152 | 2 | 160 | -6 | -4% | 155 | 56 |



SNA STATE ASSOCIATION CREDENTIALING (SNS) REPORT

| September 2022 | (continued) | | | | | | | | |
|-------------------------|--------------|--------------|-----------|--------------|------------|--------------|--------------|-------------|--|
| | Sept | Aug | +/- | May | +/- | % | Sept | # Times | |
| | 2022 | 2022 | | 2022 | | Diff in Cred | 2021 | Exam Hosted | |
| SOUTHEAST REGION | | | | | | | | | |
| Alabama | 36 | 36 | 0 | 36 | 0 | 0% | 35 | 5 | |
| Florida | 82 | 82 | 0 | 84 | -2 | -2% | 87 | 22 | |
| Georgia | 62 | 62 | 0 | 62 | 0 | 0% | 61 | 20 | |
| Kentucky | 36 | 36 | 0 | 33 | 3 | 9% | 31 | 16 | |
| Mississippi | 18 | 18 | 0 | 15 | 3 | 20% | 15 | 6 | |
| North Carolina | 61 | 61 | 0 | 58 | 3 | 5% | 59 | 15 | |
| South Carolina | 18 | 18 | 0 | 19 | -1 | -5% | 22 | 8 | |
| Tennessee | 35 | 35 | 0 | 37 | -2 | -5% | 37 | 19 | |
| TOTAL | 348 | 348 | 0 | 344 | 4 | 1% | 347 | 111 | |
| SOUTHWEST REGION | | | | | | | | | |
| Arizona | 55 | 57 | -2 | 55 | 0 | 0% | 49 | 17 | |
| Arkansas | 8 | 8 | 0 | 8 | 0 | 0% | 9 | 2 | |
| Louisiana | 15 | 15 | 0 | 16 | -1 | -6% | 16 | 5 | |
| New Mexico | 9 | 10 | -1 | 10 | -1 | -10% | 10 | 4 | |
| Oklahoma | 6 | 6 | 0 | 5 | 1 | 20% | 6 | 2 | |
| Texas | 106 | 104 | 2 | 104 | 2 | 2% | 98 | 30 | |
| Utah | 20 | 20 | 0 | 20 | 0 | 0% | 19 | 4 | |
| TOTAL | 219 | 220 | -1 | 218 | 1 | 0% | 207 | 64 | |
| WESTERN REGION | | | | | | | | | |
| Alaska | 6 | 6 | 0 | 6 | 0 | 0% | 7 | 2 | |
| American Samoa | 0 | 0 | - | 0 | - | - | 0 | 0 | |
| California | 130 | 129 | 1 | 130 | 0 | 0% | 129 | 25 | |
| CNMI | 0 | 0 | - | 0 | - | - | 0 | 0 | |
| Guam | 0 | 0 | - | 0 | - | - | 0 | 1 | |
| Hawaii | 1 | 1 | 0 | 1 | 0 | 0% | 1 | 3 | |
| Idaho | 21 | 21 | 0 | 21 | 0 | 0% | 20 | 5 | |
| Nevada | 2 | 2 | 0 | 2 | 0 | - | 2 | 3 | |
| Oregon | 15 | 15 | 0 | 15 | 0 | 0% | 17 | 6 | |
| Washington | 40 | 42 | -2 | 42 | -2 | -5% | 41 | 8 | |
| TOTAL | 215 | 216 | -1 | 217 | -2 | -1% | 217 | 53 | |
| SUBTOTAL | 1,520 | 1,515 | 5 | 1,525 | -5 | 0% | 1,518 | 476 | |
| Miscellaneous | 50 | 51 | -1 | 58 | -8 | -14% | 55 | 0 | |
| GRAND TOTAL | 1,570 | 1,566 | 4 | 1,583 | -13 | -1% | 1,573 | 476 | |