



TO: SNA Board of Directors and State Leaders
CC: Patti Montague
FROM: Laura Maynard
SUBJECT: February 2023 Membership, Certificate & Credentialing Program Report
DATE: March 13, 2023

Membership Overview

The February Membership Report shows that we have 49,239 members, which is 2,715 more than February 2022. It is also 1,981 more than the May 2022 year-end total and 565 more than January 2023. The year-on-year increases in membership indicate that we are rebounding from the impact of the COVID-19 pandemic and the growth continues to be supported by the expansion of some larger SDMs.

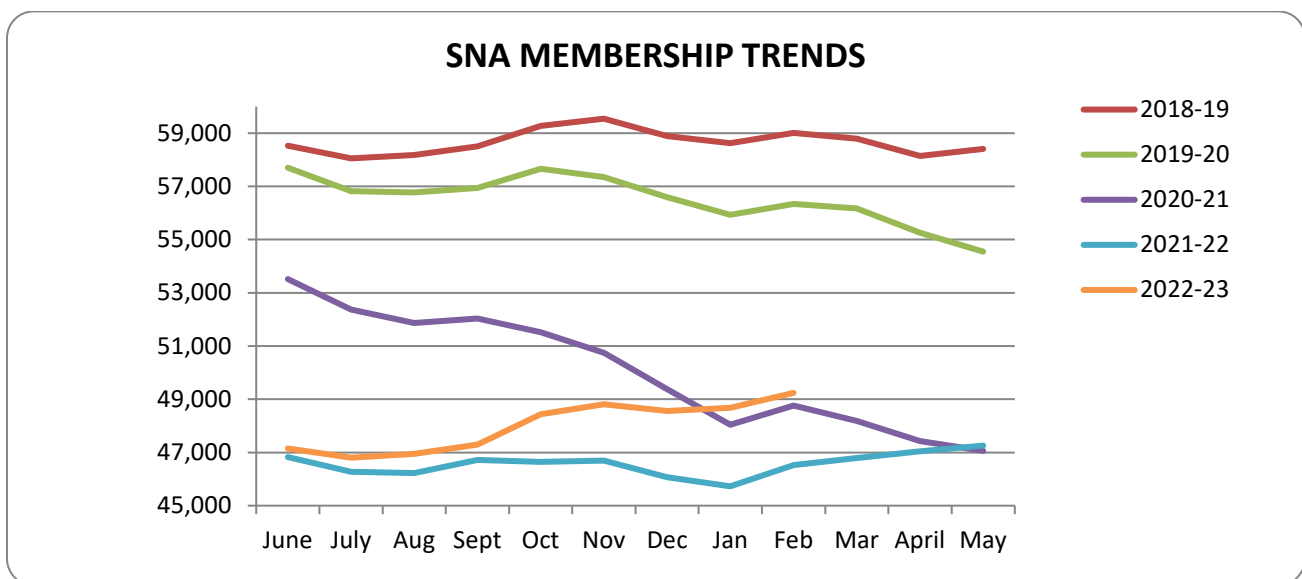
| Region | Feb 2023 | Feb 2022 | Diff | % Diff |
|-----------------|---------------|---------------|--------------|-------------|
| Mid-Atlantic | 4,594 | 4,372 | 222 | 5% |
| Midwest | 8,922 | 8,792 | 130 | 1% |
| Mountain Plains | 3,504 | 3,270 | 234 | 7% |
| Northeast | 2,574 | 2,472 | 102 | 4% |
| Southeast | 17,349 | 16,756 | 593 | 4% |
| Southwest | 6,464 | 5,686 | 778 | 14% |
| Western | 5,494 | 4,823 | 671 | 14% |
| Misc. | 338 | 353 | -15 | -4% |
| Total | 49,239 | 46,524 | 2,715 | 5.8% |

All regions are showing growth compared to this time last year and states affiliates with more than 10% growth include Arizona, Arkansas, California, Georgia, Louisiana, Nevada, New Jersey, Oregon, and West Virginia.

Since May 2022 year-end, the number of Major City Directors and District Directors have increased by 17 and 307 respectively. More significantly the number of School Nutrition Employee members has increased by 1,230 and School Nutrition Managers have increased by 520. This is another positive indicator that we are continuing to recover from the impact 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 continued signs of recovery.



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

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School District Membership (SDM)

The total number of SDMs for February 2023 is 32,122 which is 1,720 more than the May 2022 year-end total. SDMs currently account for 65.2% of the total membership. The chart below shows the top 10 SDM states.

Top 10 SDM States

| | | | |
|-----------------------|-------|-------------------|-------|
| Georgia | 3,335 | Louisiana | 1,473 |
| North Carolina | 2,160 | Minnesota | 1,385 |
| Alabama | 1,759 | Kentucky | 1,223 |
| Florida | 1,686 | Michigan | 1,080 |
| Tennessee | 1,567 | Washington | 973 |

Credentialing Overview

The February 2023 Credentialing Report shows that there are 1,590 credentialed members which is 7 more than May 2022 year-end.

Certificate Program Overview

The February Certificate Program Report shows that we have 13,475 certificate holders, which is 523 less than May 2022 year-end total, but 19 more than January 2023. See table below for more details.

| Level | Feb 2023 | May 2022 | % Diff |
|--------------|---------------|---------------|---------------|
| Level 1 | 8,490 | 9,061 | -6.30% |
| Level 2 | 590 | 531 | 11.11% |
| Level 3 | 1,249 | 1,272 | -1.81% |
| Level 4 | 3146 | 3,134 | 0.38% |
| Total | 13,475 | 13,998 | -3.74% |

| Region | Feb 2023 | Feb 2022 | Diff | % Diff |
|-----------------|---------------|---------------|-------------|------------|
| Mid-Atlantic | 1,061 | 1,115 | -54 | -5% |
| Midwest | 3,279 | 3,440 | -161 | -5% |
| Mountain Plains | 602 | 706 | -104 | -15% |
| Northeast | 425 | 490 | -65 | -13% |
| Southeast | 5,398 | 5,692 | -294 | -5% |
| Southwest | 1,000 | 1,169 | -169 | -14% |
| Western | 1,687 | 1,783 | -96 | -5% |
| Misc. | 23 | 29 | - | - |
| Total | 13,475 | 14,424 | -949 | -7% |

Members with a certificate account for 27% of our total membership.



MEMBERSHIP, CERTIFICATE PROGRAM & CREDENTIALING REPORT

| February 2023 (Applications processed through 02/28/2023) | | | | | | | | | | | | | |
|-----------------------------------------------------------|--------------|--------------|-------------|-------------|--------------------|-----------------|---------------|--------------|-----------------|-----------------------|-----------------|------------------------|-----------------|
| | Feb 2023 | Jan 2023 | +/- Members | New Members | Reinstated Members | Expired Members | Grace Members | SDMs | 2022/23 2% Goal | Feb 2023 Cert Program | +/- Prior Month | Feb 2023 Credentialing | +/- Prior Month |
| MID-ATLANTIC REGION | | | | | | | | | | | | | |
| Delaware | 1,009 | 1,003 | 6 | 17 | 0 | 1 | 104 | 881 | 1,001 | 169 | 1 | 18 | 0 |
| Dist. of Columbia | 36 | 35 | 1 | 1 | 0 | 0 | 1 | 30 | 41 | 0 | 0 | 0 | 0 |
| Maryland | 529 | 526 | 3 | 8 | 0 | 7 | 109 | 294 | 548 | 227 | -1 | 35 | 1 |
| New Jersey | 495 | 452 | 43 | 6 | 18 | 5 | 23 | 321 | 380 | 24 | -2 | 15 | 0 |
| Pennsylvania | 694 | 677 | 17 | 24 | 16 | 6 | 64 | 335 | 683 | 43 | 0 | 31 | 0 |
| Puerto Rico | 9 | 9 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | - | 1 | 0 |
| Virginia | 1,377 | 1,406 | -29 | 39 | 11 | 52 | 133 | 774 | 1,431 | 571 | -2 | 53 | 0 |
| West Virginia | 445 | 423 | 22 | 23 | 1 | 4 | 47 | 369 | 387 | 27 | -2 | 10 | 0 |
| TOTAL | 4,594 | 4,531 | 63 | 118 | 46 | 75 | 481 | 3,004 | 4,475 | 1,061 | -6 | 163 | 1 |
| MIDWEST REGION | | | | | | | | | | | | | |
| Illinois | 490 | 499 | -9 | 10 | 0 | 17 | 74 | 214 | 505 | 88 | -1 | 35 | 1 |
| Indiana | 1,096 | 1,097 | -1 | 10 | 4 | 16 | 129 | 730 | 1,115 | 203 | -6 | 38 | -1 |
| Iowa | 929 | 943 | -14 | 2 | 1 | 19 | 155 | 392 | 951 | 388 | -6 | 17 | 0 |
| Michigan | 1,465 | 1,451 | 14 | 23 | 5 | 15 | 229 | 1,080 | 1,392 | 139 | 0 | 53 | 0 |
| Minnesota | 2,776 | 2,725 | 51 | 55 | 5 | 39 | 203 | 1,385 | 2,738 | 1,923 | 7 | 60 | -1 |
| Ohio | 1,295 | 1,273 | 22 | 26 | 4 | 5 | 117 | 767 | 1,345 | 380 | 12 | 59 | 0 |
| Wisconsin | 871 | 885 | -14 | 3 | 1 | 18 | 191 | 472 | 921 | 158 | -2 | 25 | -2 |
| TOTAL | 8,922 | 8,873 | 49 | 129 | 20 | 129 | 1,098 | 5,040 | 8,967 | 3,279 | 4 | 287 | -3 |
| MOUNTAIN PLAINS REGION | | | | | | | | | | | | | |
| Colorado | 959 | 963 | -4 | 14 | 0 | 13 | 158 | 784 | 955 | 61 | 0 | 84 | 0 |
| Kansas | 360 | 357 | 3 | 5 | 1 | 2 | 84 | 116 | 387 | 108 | -2 | 14 | 0 |
| Missouri | 768 | 767 | 1 | 4 | 2 | 4 | 73 | 397 | 769 | 181 | -2 | 23 | 0 |
| Montana | 194 | 197 | -3 | 4 | 0 | 5 | 22 | 43 | 223 | 20 | -1 | 4 | 0 |
| Nebraska | 358 | 353 | 5 | 9 | 0 | 3 | 45 | 158 | 376 | 70 | 1 | 6 | 0 |
| North Dakota | 343 | 326 | 17 | 18 | 0 | 1 | 24 | 188 | 322 | 54 | 0 | 7 | 0 |
| South Dakota | 372 | 372 | 0 | 1 | 0 | 5 | 54 | 247 | 397 | 54 | -3 | 4 | 0 |
| Wyoming | 150 | 149 | 1 | 1 | 0 | 0 | 13 | 37 | 151 | 54 | 1 | 2 | 0 |
| TOTAL | 3,504 | 3,484 | 20 | 56 | 3 | 33 | 473 | 1,970 | 3,580 | 602 | -6 | 144 | 0 |
| NORTHEAST REGION | | | | | | | | | | | | | |
| Connecticut | 435 | 426 | 9 | 9 | 8 | 4 | 34 | 233 | 432 | 92 | 3 | 11 | 0 |
| Maine | 298 | 298 | 0 | 3 | 8 | 12 | 42 | 168 | 315 | 53 | 0 | 20 | 0 |
| Massachusetts | 843 | 835 | 8 | 18 | 1 | 12 | 113 | 585 | 866 | 116 | -4 | 57 | 0 |
| New Hampshire | 233 | 235 | -2 | 1 | 0 | 2 | 36 | 133 | 262 | 79 | 0 | 10 | 0 |
| New York | 591 | 598 | -7 | 5 | 1 | 17 | 127 | 325 | 631 | 75 | 0 | 39 | -1 |
| Rhode Island | 17 | 17 | 0 | 0 | 0 | 0 | 3 | 0 | 18 | 0 | 0 | 1 | 0 |
| US Virgin Islands (USVI) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | - | 0 | - |
| Vermont | 157 | 160 | -3 | 0 | 5 | 2 | 91 | 116 | 150 | 10 | -1 | 13 | 0 |
| TOTAL | 2,574 | 2,569 | 5 | 36 | 23 | 49 | 446 | 1,560 | 2,675 | 425 | -2 | 151 | -1 |



MEMBERSHIP, CERTIFICATE PROGRAM & CREDENTIALING REPORT

| February 2023 | (continued) | | | | | | | | | | | | |
|-------------------------|---------------|---------------|-------------|-------------|--------------------|-----------------|---------------|---------------|-----------------|-----------------------|-----------------|------------------------|-----------------|
| | Feb 2023 | Jan 2023 | +/- Members | New Members | Reinstated Members | Expired Members | Grace Members | SDMs | 2022/23 2% Goal | Feb 2023 Cert Program | +/- Prior Month | Feb 2023 Credentialing | +/- Prior Month |
| SOUTHEAST REGION | | | | | | | | | | | | | |
| Alabama | 2,565 | 2,560 | 5 | 38 | 2 | 28 | 301 | 1,759 | 2,560 | 1,155 | 4 | 36 | 0 |
| Florida | 2,526 | 2,470 | 56 | 51 | 28 | 31 | 1,223 | 1,686 | 2,668 | 842 | -9 | 82 | -1 |
| Georgia | 3,769 | 3,700 | 69 | 45 | 60 | 32 | 362 | 3,335 | 3,375 | 958 | -15 | 62 | 0 |
| Kentucky | 1,817 | 1,823 | -6 | 10 | 1 | 20 | 133 | 1,223 | 1,695 | 820 | 84 | 36 | 0 |
| Mississippi | 837 | 888 | -51 | 15 | 0 | 62 | 112 | 613 | 872 | 37 | -1 | 18 | 0 |
| North Carolina | 2,574 | 2,510 | 64 | 71 | 39 | 15 | 376 | 2,160 | 2,461 | 415 | -3 | 62 | 0 |
| South Carolina | 1,129 | 1,111 | 18 | 6 | 20 | 10 | 256 | 912 | 1,050 | 151 | 0 | 19 | 0 |
| Tennessee | 2,132 | 2,086 | 46 | 22 | 35 | 13 | 428 | 1,567 | 2,214 | 1,020 | 4 | 36 | 0 |
| TOTAL | 17,349 | 17,148 | 201 | 258 | 185 | 211 | 3,191 | 13,255 | 16,895 | 5,398 | 64 | 351 | -1 |
| SOUTHWEST REGION | | | | | | | | | | | | | |
| Arizona | 976 | 935 | 41 | 22 | 26 | 6 | 210 | 763 | 890 | 81 | -3 | 55 | 0 |
| Arkansas | 464 | 461 | 3 | 2 | 1 | 1 | 112 | 281 | 417 | 44 | 0 | 9 | 0 |
| Louisiana | 1,650 | 1,633 | 17 | 7 | 8 | 0 | 373 | 1,473 | 1,390 | 36 | -3 | 15 | 0 |
| New Mexico | 687 | 687 | 0 | 5 | 22 | 18 | 46 | 507 | 745 | 278 | -8 | 9 | 0 |
| Oklahoma | 739 | 747 | -8 | 33 | 1 | 43 | 34 | 519 | 804 | 147 | 0 | 6 | 0 |
| Texas | 951 | 936 | 15 | 23 | 2 | 8 | 111 | 504 | 890 | 50 | -1 | 106 | 0 |
| Utah | 997 | 991 | 6 | 8 | 3 | 6 | 82 | 579 | 1,067 | 364 | -2 | 20 | 0 |
| TOTAL | 6,464 | 6,390 | 74 | 100 | 63 | 82 | 968 | 4,626 | 6,203 | 1,000 | -17 | 220 | 0 |
| WESTERN REGION | | | | | | | | | | | | | |
| Alaska | 91 | 90 | 1 | 1 | 1 | 1 | 6 | 53 | 100 | 10 | 0 | 6 | 1 |
| American Samoa | 10 | 10 | 0 | 0 | 0 | 0 | 0 | 10 | 4 | 0 | - | 0 | - |
| California | 1,773 | 1,754 | 19 | 21 | 14 | 16 | 138 | 724 | 1,382 | 122 | 1 | 139 | 5 |
| CNMI* | 6 | 6 | 0 | 0 | 0 | 0 | 3 | 0 | 7 | 0 | - | 0 | - |
| Guam | 1 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | - | 0 | - |
| Hawaii | 35 | 35 | 0 | 0 | 0 | 0 | 8 | 15 | 34 | 3 | 0 | 1 | 0 |
| Idaho | 577 | 566 | 11 | 14 | 11 | 5 | 66 | 316 | 616 | 190 | 1 | 23 | 2 |
| Nevada | 111 | 97 | 14 | 2 | 12 | 0 | 18 | 88 | 82 | 2 | 0 | 2 | 0 |
| Oregon | 677 | 580 | 97 | 103 | 1 | 9 | 262 | 488 | 591 | 37 | -3 | 16 | 0 |
| Washington | 2,213 | 2,206 | 7 | 41 | 12 | 20 | 339 | 973 | 2,228 | 1,323 | -16 | 37 | 0 |
| TOTAL | 5,494 | 5,344 | 150 | 183 | 51 | 51 | 840 | 2,667 | 5,045 | 1,687 | -17 | 224 | 8 |
| SUBTOTAL | 48,901 | 48,339 | 562 | 880 | 391 | 630 | 7,497 | 32,122 | 47,840 | 13,452 | 20 | 1,540 | 4 |
| Miscellaneous | 338 | 335 | 3 | 0 | 0 | 0 | 0 | 0 | 368 | 23 | -1 | 50 | -1 |
| GRAND TOTAL | 49,239 | 48,674 | 565 | 880 | 391 | 630 | 7,497 | 32,122 | 48,208 | 13,475 | 19 | 1,590 | 3 |

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

February 2023

| | Feb 2023 | Feb 2022 | +/- Members | Percentage Difference |
|-------------------------------|--------------|--------------|----------------|--------------------------|
| MID-ATLANTIC REGION | | | | |
| Delaware | 1,009 | 974 | 35 | 4% |
| Dist. of Columbia | 36 | 59 | -23 | -39% |
| Maryland | 529 | 562 | -33 | -6% |
| New Jersey | 495 | 325 | 170 | 52% |
| Pennsylvania | 694 | 667 | 27 | 4% |
| Puerto Rico | 9 | 0 | 9 | - |
| Virginia | 1,377 | 1,401 | -24 | -2% |
| West Virginia | 445 | 384 | 61 | 16% |
| TOTAL | 4,594 | 4,372 | 222 | 5% |
| MIDWEST REGION | | | | |
| Illinois | 490 | 531 | -41 | -8% |
| Indiana | 1,096 | 1,035 | 61 | 6% |
| Iowa | 929 | 875 | 54 | 6% |
| Michigan | 1,465 | 1,387 | 78 | 6% |
| Minnesota | 2,776 | 2,752 | 24 | 1% |
| Ohio | 1,295 | 1,314 | -19 | -1% |
| Wisconsin | 871 | 898 | -27 | -3% |
| TOTAL | 8,922 | 8,792 | 130 | 1% |
| MOUNTAIN PLAINS REGION | | | | |
| Colorado | 959 | 799 | 160 | 20% |
| Kansas | 360 | 349 | 11 | 3% |
| Missouri | 768 | 749 | 19 | 3% |
| Montana | 194 | 201 | -7 | -3% |
| Nebraska | 358 | 342 | 16 | 5% |
| North Dakota | 343 | 284 | 59 | 21% |
| South Dakota | 372 | 380 | -8 | -2% |
| Wyoming | 150 | 166 | -16 | -10% |
| TOTAL | 3,504 | 3,270 | 234 | 7% |
| NORTHEAST REGION | | | | |
| Connecticut | 435 | 390 | 45 | 12% |
| Maine | 298 | 302 | -4 | -1% |
| Massachusetts | 843 | 773 | 70 | 9% |
| New Hampshire | 233 | 254 | -21 | -8% |
| New York | 591 | 605 | -14 | -2% |
| Rhode Island | 17 | 5 | 12 | 240% |
| US Virgin Islands (USVI) | 0 | 0 | - | - |
| Vermont | 157 | 143 | 14 | 10% |
| TOTAL | 2,574 | 2,472 | 102 | 4% |



SNA STATE ASSOCIATION

ANNUAL MEMBERSHIP COMPARISON

| February 2023 | (continued) | | | |
|-------------------------|---------------|---------------|--------------|-------------|
| | Feb | Feb | +/- | Percentage |
| | 2023 | 2022 | Members | Difference |
| SOUTHEAST REGION | | | | |
| Alabama | 2,565 | 2,458 | 107 | 4% |
| Florida | 2,526 | 2,609 | -83 | -3% |
| Georgia | 3,769 | 3,330 | 439 | 13% |
| Kentucky | 1,817 | 1,651 | 166 | 10% |
| Mississippi | 837 | 841 | -4 | 0% |
| North Carolina | 2,574 | 2,408 | 166 | 7% |
| South Carolina | 1,129 | 1,123 | 6 | 1% |
| Tennessee | 2,132 | 2,336 | -204 | -9% |
| TOTAL | 17,349 | 16,756 | 593 | 4% |
| SOUTHWEST REGION | | | | |
| Arizona | 976 | 884 | 92 | 10% |
| Arkansas | 464 | 411 | 53 | 13% |
| Louisiana | 1,650 | 1,245 | 405 | 33% |
| New Mexico | 687 | 725 | -38 | -5% |
| Oklahoma | 739 | 782 | -43 | -5% |
| Texas | 951 | 809 | 142 | 18% |
| Utah | 997 | 830 | 167 | 20% |
| TOTAL | 6,464 | 5,686 | 778 | 14% |
| WESTERN REGION | | | | |
| Alaska | 91 | 69 | 22 | 32% |
| American Samoa | 10 | 0 | 10 | - |
| California | 1,773 | 1,333 | 440 | 33% |
| CNMI* | 6 | 0 | 6 | - |
| Guam | 1 | 0 | 1 | - |
| Hawaii | 35 | 32 | 3 | 9% |
| Idaho | 577 | 567 | 10 | 2% |
| Nevada | 111 | 73 | 38 | 52% |
| Oregon | 677 | 628 | 49 | 8% |
| Washington | 2,213 | 2,121 | 92 | 4% |
| TOTAL | 5,494 | 4,823 | 671 | 14% |
| SUBTOTAL | 48,901 | 46,171 | 2,730 | 6% |
| Miscellaneous | 338 | 353 | -15 | -4% |
| GRAND TOTAL | 49,239 | 46,524 | 2,715 | 5.8% |

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

| February 2023 | Year To Date Retention | | | | | | |
|-------------------------------|------------------------|--------------|----------------|-----------------------|--------------------|-------------------|--------------------|
| | Feb 2023 | May 2022 | +/- Members | Reinstated Members | Expired Members | Retention Rate | 2022/23 2% Goal |
| MID-ATLANTIC REGION | | | | | | | |
| Delaware | 1009 | 981 | 28 | 24 | 217 | 80% | 1,001 |
| Dist. of Columbia | 36 | 40 | -4 | 0 | 30 | 25% | 41 |
| Maryland | 529 | 537 | -8 | 5 | 58 | 90% | 548 |
| New Jersey | 495 | 373 | 122 | 77 | 130 | 86% | 380 |
| Pennsylvania | 694 | 670 | 24 | 39 | 170 | 80% | 683 |
| Puerto Rico | 9 | 3 | 6 | 0 | 0 | 100% | 4 |
| Virginia | 1377 | 1,403 | -26 | 52 | 491 | 69% | 1,431 |
| West Virginia | 445 | 379 | 66 | 38 | 23 | 104% | 387 |
| TOTAL | 4,594 | 4,386 | 208 | 235 | 1,119 | 80% | 4,475 |
| MIDWEST REGION | | | | | | | |
| Illinois | 490 | 495 | -5 | 20 | 93 | 85% | 505 |
| Indiana | 1096 | 1,093 | 3 | 136 | 300 | 85% | 1,115 |
| Iowa | 929 | 932 | -3 | 84 | 149 | 93% | 951 |
| Michigan | 1465 | 1,365 | 100 | 17 | 285 | 80% | 1,392 |
| Minnesota | 2776 | 2,684 | 92 | 59 | 554 | 82% | 2,738 |
| Ohio | 1295 | 1,319 | -24 | 48 | 198 | 89% | 1,345 |
| Wisconsin | 871 | 903 | -32 | 12 | 151 | 85% | 921 |
| TOTAL | 8,922 | 8,791 | 131 | 376 | 1,730 | 85% | 8,967 |
| MOUNTAIN PLAINS REGION | | | | | | | |
| Colorado | 959 | 936 | 23 | 108 | 230 | 87% | 955 |
| Kansas | 360 | 379 | -19 | 6 | 68 | 84% | 387 |
| Missouri | 768 | 754 | 14 | 49 | 152 | 86% | 769 |
| Montana | 194 | 219 | -25 | 3 | 51 | 78% | 223 |
| Nebraska | 358 | 369 | -11 | 14 | 96 | 78% | 376 |
| North Dakota | 343 | 316 | 27 | 12 | 56 | 86% | 322 |
| South Dakota | 372 | 389 | -17 | 8 | 97 | 77% | 397 |
| Wyoming | 150 | 148 | 2 | 9 | 27 | 88% | 151 |
| TOTAL | 3,504 | 3,510 | -6 | 209 | 777 | 84% | 3,580 |
| NORTHEAST REGION | | | | | | | |
| Connecticut | 435 | 424 | 11 | 34 | 60 | 94% | 432 |
| Maine | 298 | 309 | -11 | 18 | 61 | 86% | 315 |
| Massachusetts | 843 | 849 | -6 | 98 | 174 | 91% | 866 |
| New Hampshire | 233 | 257 | -24 | 22 | 71 | 81% | 262 |
| New York | 591 | 619 | -28 | 52 | 117 | 89% | 631 |
| Rhode Island | 17 | 17 | 0 | 0 | 1 | 94% | 18 |
| US Virgin Islands (USVI) | 0 | 0 | 0 | 0 | 0 | * | 1 |
| Vermont | 157 | 147 | 10 | 7 | 18 | 93% | 150 |
| TOTAL | 2,574 | 2,622 | -48 | 231 | 502 | 90% | 2,675 |



SNA STATE ASSOCIATION

MEMBERSHIP RETENTION ANALYSIS REPORT

February 2023

(continued)

| | Feb 2023 | May 2022 | +/- Members | Reinstated Members | Expired Members | Retention Rate | 2022/23 2% Goal |
|-------------------------|---------------|---------------|----------------|-----------------------|--------------------|-------------------|--------------------|
| SOUTHEAST REGION | | | | | | | |
| Alabama | 2565 | 2,510 | 55 | 87 | 518 | 83% | 2,560 |
| Florida | 2526 | 2,616 | -90 | 46 | 314 | 90% | 2,668 |
| Georgia | 3769 | 3,309 | 460 | 370 | 892 | 84% | 3,375 |
| Kentucky | 1817 | 1,662 | 155 | 51 | 356 | 82% | 1,695 |
| Mississippi | 837 | 855 | -18 | 31 | 213 | 79% | 872 |
| North Carolina | 2574 | 2,413 | 161 | 350 | 409 | 98% | 2,461 |
| South Carolina | 1129 | 1,029 | 100 | 131 | 189 | 94% | 1,050 |
| Tennessee | 2132 | 2,171 | -39 | 102 | 392 | 87% | 2,214 |
| TOTAL | 17,349 | 16,565 | 784 | 1,168 | 3,283 | 87% | 16,895 |
| SOUTHWEST REGION | | | | | | | |
| Arizona | 976 | 873 | 103 | 52 | 165 | 87% | 890 |
| Arkansas | 464 | 409 | 55 | 20 | 58 | 91% | 417 |
| Louisiana | 1650 | 1,363 | 287 | 30 | 153 | 91% | 1,390 |
| New Mexico | 687 | 730 | -43 | 58 | 178 | 84% | 745 |
| Oklahoma | 739 | 788 | -49 | 41 | 144 | 87% | 804 |
| Texas | 951 | 873 | 78 | 24 | 130 | 88% | 890 |
| Utah | 997 | 1,046 | -49 | 9 | 145 | 87% | 1,067 |
| TOTAL | 6,464 | 6,082 | 382 | 234 | 973 | 88% | 6,203 |
| WESTERN REGION | | | | | | | |
| Alaska | 91 | 98 | -7 | 2 | 28 | 73% | 100 |
| American Samoa | 10 | 3 | 7 | 0 | 0 | 100% | 4 |
| California | 1773 | 1,355 | 418 | 89 | 267 | 87% | 1,382 |
| CNMI* | 6 | 6 | 0 | 0 | 1 | 83% | 7 |
| Guam | 1 | 0 | 1 | 0 | 0 | * | 1 |
| Hawaii | 35 | 33 | 2 | 0 | 1 | 97% | 34 |
| Idaho | 577 | 604 | -27 | 31 | 158 | 79% | 616 |
| Nevada | 111 | 80 | 31 | 13 | 23 | 88% | 82 |
| Oregon | 677 | 579 | 98 | 8 | 72 | 89% | 591 |
| Washington | 2213 | 2,184 | 29 | 73 | 310 | 89% | 2,228 |
| TOTAL | 5,494 | 4,942 | 552 | 216 | 860 | 87% | 5,045 |
| SUBTOTAL | 48,901 | 46,898 | 2,003 | 2,669 | 9,244 | 86% | 47,840 |
| Miscellaneous | 338 | 360 | -22 | 1 | 2 | * | 368 |
| GRAND TOTAL | 49,239 | 47,258 | 1,981 | 2,670 | 9,246 | 86.1% | 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

February 2023

| State | +/- Members | Feb 2023 | May 2022 | Members Diff in % | Ranking % Growth | 2022/23 2% Goal |
|------------------------------------|----------------|--------------|--------------|----------------------|---------------------|--------------------|
| 1 New Jersey | 122 | 495 | 373 | 32.7% | 5 | 380 |
| 2 West Virginia | 66 | 445 | 379 | 17.4% | 6 | 387 |
| 3 Arkansas | 55 | 464 | 409 | 13.4% | 7 | 417 |
| 4 Nevada | 31 | 111 | 80 | 38.8% | 4 | 82 |
| 5 North Dakota | 27 | 343 | 316 | 8.5% | 8 | 322 |
| 6 Connecticut | 11 | 435 | 424 | 2.6% | 11 | 432 |
| 7 Vermont | 10 | 157 | 147 | 6.8% | 9 | 150 |
| 8 American Samoa | 7 | 10 | 3 | 233.3% | 2 | 4 |
| 9 Puerto Rico | 6 | 9 | 3 | 200.0% | 3 | 4 |
| 10 Hawaii | 2 | 35 | 33 | 6.1% | 10 | 34 |
| 11 Wyoming | 2 | 150 | 148 | 1.4% | 12 | 151 |
| 12 Guam | 1 | 1 | 0 | - | 1 | 1 |
| 13 Rhode Island | 0 | 17 | 17 | 0.0% | 13 | 18 |
| 14 Northern Mariana Islands (CNMI) | 0 | 6 | 6 | 0.0% | 13 | 7 |
| 15 Dist. of Columbia | -4 | 36 | 40 | -10.0% | 22 | 41 |
| 16 Illinois | -5 | 490 | 495 | -1.0% | 15 | 505 |
| 17 Alaska | -7 | 91 | 98 | -7.1% | 20 | 100 |
| 18 Nebraska | -11 | 358 | 369 | -3.0% | 16 | 376 |
| 19 Maine | -11 | 298 | 309 | -3.6% | 17 | 315 |
| 20 South Dakota | -17 | 372 | 389 | -4.4% | 18 | 397 |
| 21 Kansas | -19 | 360 | 379 | -5.0% | 19 | 387 |
| 22 New Hampshire | -24 | 233 | 257 | -9.3% | 21 | 262 |
| 23 Montana | -25 | 194 | 219 | -11.4% | 23 | 223 |
| 24 US Virgin Islands (USVI) | 0 | 0 | 0 | - | 24 | 1 |
| TOTAL | 217 | 5,110 | 4,893 | 4.4% | - | 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

February 2023

| State | +/- Members | Feb 2023 | May 2022 | Members Diff in % | Ranking % Growth | 2022/23 2% Goal |
|-----------------|----------------|---------------|---------------|----------------------|---------------------|--------------------|
| 1 Arizona | 103 | 976 | 873 | 11.8% | 2 | 890 |
| 2 Oregon | 98 | 677 | 579 | 16.9% | 1 | 591 |
| 3 Texas | 78 | 951 | 873 | 8.9% | 3 | 890 |
| 4 Delaware | 28 | 1,009 | 981 | 2.9% | 5 | 1,001 |
| 5 Pennsylvania | 24 | 694 | 670 | 3.6% | 4 | 683 |
| 6 Colorado | 23 | 959 | 936 | 2.5% | 6 | 955 |
| 7 Missouri | 14 | 768 | 754 | 1.9% | 7 | 769 |
| 8 Iowa | -3 | 929 | 932 | -0.3% | 8 | 951 |
| 9 Massachusetts | -6 | 843 | 849 | -0.7% | 9 | 866 |
| 10 Maryland | -8 | 529 | 537 | -1.5% | 10 | 548 |
| 11 Mississippi | -18 | 837 | 855 | -2.1% | 11 | 872 |
| 12 Idaho | -27 | 577 | 604 | -4.5% | 13 | 616 |
| 13 New York | -28 | 591 | 619 | -4.5% | 14 | 631 |
| 14 Wisconsin | -32 | 871 | 903 | -3.5% | 12 | 921 |
| 15 New Mexico | -43 | 687 | 730 | -5.9% | 15 | 745 |
| 16 Oklahoma | -49 | 739 | 788 | -6.2% | 16 | 804 |
| TOTAL | 154 | 12,637 | 12,483 | 1.2% | - | 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

February 2023

| State | +/- Members | Feb 2023 | May 2022 | Members Diff in % | Ranking % Growth | 2022/23 2% Goal |
|------------------|----------------|---------------|---------------|----------------------|---------------------|--------------------|
| 1 Georgia | 460 | 3,769 | 3,309 | 13.9% | 3 | 3,375 |
| 2 California | 418 | 1,773 | 1,355 | 30.8% | 1 | 1,382 |
| 3 Louisiana | 287 | 1,650 | 1,363 | 21.1% | 2 | 1,390 |
| 4 North Carolina | 161 | 2,574 | 2,413 | 6.7% | 7 | 2,461 |
| 5 Kentucky | 155 | 1,817 | 1,662 | 9.3% | 5 | 1,695 |
| 6 South Carolina | 100 | 1,129 | 1,029 | 9.7% | 4 | 1,050 |
| 7 Michigan | 100 | 1,465 | 1,365 | 7.3% | 6 | 1,392 |
| 8 Minnesota | 92 | 2,776 | 2,684 | 3.4% | 8 | 2,738 |
| 9 Alabama | 55 | 2,565 | 2,510 | 2.2% | 9 | 2,560 |
| 10 Washington | 29 | 2,213 | 2,184 | 1.3% | 10 | 2,228 |
| 11 Indiana | 3 | 1,096 | 1,093 | 0.3% | 11 | 1,115 |
| 12 Ohio | -24 | 1,295 | 1,319 | -1.8% | 13 | 1,345 |
| 13 Virginia | -26 | 1,377 | 1,403 | -1.9% | 14 | 1,431 |
| 14 Tennessee | -39 | 2,132 | 2,171 | -1.8% | 12 | 2,214 |
| 15 Utah | -49 | 997 | 1,046 | -4.7% | 16 | 1,067 |
| 16 Florida | -90 | 2,526 | 2,616 | -3.4% | 15 | 2,668 |
| TOTAL | 1,632 | 31,154 | 29,522 | 5.5% | - | 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

February 2023

| | Feb 2023 | May 2022 | +/- Members | Membership % | Change Percent | SDM (current) | Cert (current) |
|-----------------------------|---------------|---------------|----------------|-----------------|-------------------|------------------|-------------------|
| School Nutrition Employees | 22,690 | 21,460 | 1,230 | 46% | 6% | 16,497 | 6,522 |
| School Nutrition Managers | 17,243 | 16,723 | 520 | 35% | 3% | 12,113 | 4,520 |
| District Directors | 6,204 | 5,897 | 307 | 13% | 5% | 2,205 | 1,219 |
| Retired | 433 | 430 | 3 | 1% | 1% | n/a | 87 |
| Affiliate | 690 | 850 | -160 | 1% | -19% | n/a | 319 |
| State Agency Directors | 785 | 719 | 66 | 2% | 9% | 618 | 41 |
| Major City Directors | 601 | 584 | 17 | 1% | 3% | 439 | 78 |
| Other | 138 | 118 | 20 | * | 17% | 250 | 682 |
| Industry Individual | 35 | 42 | -7 | * | -17% | n/a | - |
| Life | 31 | 32 | -1 | * | -3% | n/a | - |
| Corporate Industry + Patron | 315 | 315 | 0 | 1% | 0% | n/a | - |
| Allied Groups | 5 | 4 | 1 | * | - | n/a | - |
| Educators | 39 | 41 | -2 | * | -5% | n/a | 7 |
| Student | 29 | 41 | -12 | * | -29% | n/a | - |
| International | 1 | 2 | -1 | * | - | n/a | - |
| TOTAL MEMBERS | 49,239 | 47,258 | 1,981 | 100% | 4.2% | 32,122 | 13,475 |

Note: * is less than 1%



SCHOOL DISTRICT MEMBERSHIP (SDM)

REPORT

February 2023

| | Feb 2023 | Jan 2023 | +/- Members | May 2022 | +/- Members | % of Total Membership |
|-------------------------------|--------------|--------------|----------------|--------------|----------------|--------------------------|
| MID-ATLANTIC REGION | | | | | | |
| Delaware | 881 | 884 | -3 | 827 | 54 | 87% |
| Dist. of Columbia | 30 | 30 | 0 | 32 | -2 | 83% |
| Maryland | 294 | 292 | 2 | 285 | 9 | 56% |
| New Jersey | 321 | 283 | 38 | 240 | 81 | 65% |
| Pennsylvania | 335 | 326 | 9 | 325 | 10 | 48% |
| Puerto Rico | 0 | 0 | - | 0 | - | - |
| Virginia | 774 | 799 | -25 | 892 | -118 | 56% |
| West Virginia | 369 | 353 | 16 | 323 | 46 | 83% |
| TOTAL | 3,004 | 2,967 | 37 | 2,924 | 80 | 65% |
| MIDWEST REGION | | | | | | |
| Illinois | 214 | 228 | -14 | 209 | 5 | 44% |
| Indiana | 730 | 721 | 9 | 691 | 39 | 67% |
| Iowa | 392 | 406 | -14 | 372 | 20 | 42% |
| Michigan | 1,080 | 1,063 | 17 | 988 | 92 | 74% |
| Minnesota | 1,385 | 1,330 | 55 | 1,179 | 206 | 50% |
| Ohio | 767 | 763 | 4 | 762 | 5 | 59% |
| Wisconsin | 472 | 505 | -33 | 509 | -37 | 54% |
| TOTAL | 5,040 | 5,016 | 24 | 4,710 | 330 | 56% |
| MOUNTAIN PLAINS REGION | | | | | | |
| Colorado | 784 | 824 | -40 | 800 | -16 | 82% |
| Kansas | 116 | 116 | 0 | 123 | -7 | 32% |
| Missouri | 397 | 399 | -2 | 337 | 60 | 52% |
| Montana | 43 | 46 | -3 | 51 | -8 | 22% |
| Nebraska | 158 | 160 | -2 | 150 | 8 | 44% |
| North Dakota | 188 | 170 | 18 | 163 | 25 | 55% |
| South Dakota | 247 | 247 | 0 | 239 | 8 | 66% |
| Wyoming | 37 | 37 | 0 | 34 | 3 | 25% |
| TOTAL | 1,970 | 1,999 | -29 | 1,897 | 73 | 56% |
| NORTHEAST REGION | | | | | | |
| Connecticut | 233 | 232 | 1 | 222 | 11 | 54% |
| Maine | 168 | 166 | 2 | 153 | 15 | 56% |
| Massachusetts | 585 | 583 | 2 | 587 | -2 | 69% |
| New Hampshire | 133 | 134 | -1 | 141 | -8 | 57% |
| New York | 325 | 344 | -19 | 360 | -35 | 55% |
| Rhode Island | 0 | 0 | 0 | 1 | -1 | 0% |
| US Virgin Islands (USVI) | 0 | 0 | - | 0 | - | - |
| Vermont | 116 | 117 | -1 | 92 | 24 | 74% |
| TOTAL | 1,560 | 1,576 | -16 | 1,556 | 4 | 61% |



SCHOOL DISTRICT MEMBERSHIP (SDM)

REPORT

| February 2023 | (continued) | | | | | |
|-------------------------|---------------|---------------|------------|---------------|--------------|--------------|
| | Feb | Jan | +/- | May | +/- | % of Total |
| | 2023 | 2023 | Members | 2022 | Members | Membership |
| SOUTHEAST REGION | | | | | | |
| Alabama | 1,759 | 1,777 | -18 | 1,748 | 11 | 69% |
| Florida | 1,686 | 1,707 | -21 | 1,895 | -209 | 67% |
| Georgia | 3,335 | 3,259 | 76 | 2,834 | 501 | 88% |
| Kentucky | 1,223 | 1,239 | -16 | 1,045 | 178 | 67% |
| Mississippi | 613 | 661 | -48 | 640 | -27 | 73% |
| North Carolina | 2,160 | 2,105 | 55 | 1,990 | 170 | 84% |
| South Carolina | 912 | 912 | 0 | 833 | 79 | 81% |
| Tennessee | 1,567 | 1,612 | -45 | 1,680 | -113 | 73% |
| TOTAL | 13,255 | 13,272 | -17 | 12,665 | 590 | 76% |
| SOUTHWEST REGION | | | | | | |
| Arizona | 763 | 725 | 38 | 730 | 33 | 78% |
| Arkansas | 281 | 281 | 0 | 259 | 22 | 61% |
| Louisiana | 1,473 | 1,459 | 14 | 1,155 | 318 | 89% |
| New Mexico | 507 | 507 | 0 | 534 | -27 | 74% |
| Oklahoma | 519 | 486 | 33 | 558 | -39 | 70% |
| Texas | 504 | 491 | 13 | 440 | 64 | 53% |
| Utah | 579 | 579 | 0 | 561 | 18 | 58% |
| TOTAL | 4,626 | 4,528 | 98 | 4,237 | 389 | 72% |
| WESTERN REGION | | | | | | |
| Alaska | 53 | 54 | -1 | 68 | -15 | 58% |
| American Samoa | 10 | 10 | - | 0 | - | 100% |
| California | 724 | 706 | 18 | 545 | 179 | 41% |
| CNMI* | 0 | 0 | - | 0 | - | - |
| Guam | 0 | 0 | - | 0 | - | - |
| Hawaii | 15 | 15 | 0 | 14 | 1 | 43% |
| Idaho | 316 | 309 | 7 | 334 | -18 | 55% |
| Nevada | 88 | 74 | 14 | 59 | 29 | 79% |
| Oregon | 488 | 400 | 88 | 435 | 53 | 72% |
| Washington | 973 | 978 | -5 | 945 | 28 | 44% |
| TOTAL | 2,667 | 2,546 | 121 | 2,400 | 257 | 49% |
| SUBTOTAL | 32,122 | 31,904 | 218 | 30,389 | 1,723 | 66% |
| Miscellaneous | 0 | 0 | 0 | 3 | -3 | 0% |
| GRAND TOTAL | 32,122 | 31,904 | 218 | 30,392 | 1,720 | 65.2% |



SNA STATE ASSOCIATION CERTIFICATE PROGRAM REPORT

February 2023

(Applications processed through 02/28/2023)

| | Feb 2023 | Jan 2023 | +/- | May 2022 | +/- | Feb 2022 | 2022/23 2% Goal | % of Total Membership |
|-------------------------------|--------------|--------------|-----------|--------------|-------------|--------------|--------------------|--------------------------|
| MID-ATLANTIC REGION | | | | | | | | |
| Delaware | 169 | 168 | 1 | 162 | 7 | 158 | 165 | 17% |
| Dist. of Columbia | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0% |
| Maryland | 227 | 228 | -1 | 246 | -19 | 257 | 251 | 43% |
| New Jersey | 24 | 26 | -2 | 27 | -3 | 29 | 28 | 5% |
| Pennsylvania | 43 | 43 | 0 | 43 | 0 | 46 | 44 | 6% |
| Puerto Rico | 0 | 0 | - | 0 | - | 0 | 1 | - |
| Virginia | 571 | 573 | -2 | 586 | -15 | 593 | 598 | 41% |
| West Virginia | 27 | 29 | -2 | 29 | -2 | 32 | 30 | 6% |
| TOTAL | 1,061 | 1,067 | -6 | 1,093 | -32 | 1,115 | 1,118 | 23% |
| MIDWEST REGION | | | | | | | | |
| Illinois | 88 | 89 | -1 | 103 | -15 | 110 | 105 | 18% |
| Indiana | 203 | 209 | -6 | 216 | -13 | 218 | 220 | 19% |
| Iowa | 388 | 394 | -6 | 439 | -51 | 450 | 448 | 42% |
| Michigan | 139 | 139 | 0 | 140 | -1 | 136 | 143 | 9% |
| Minnesota | 1,923 | 1,916 | 7 | 1,933 | -10 | 1,943 | 1,972 | 69% |
| Ohio | 380 | 368 | 12 | 388 | -8 | 397 | 396 | 29% |
| Wisconsin | 158 | 160 | -2 | 175 | -17 | 186 | 179 | 18% |
| TOTAL | 3,279 | 3,275 | 4 | 3,394 | -115 | 3,440 | 3,463 | 37% |
| MOUNTAIN PLAINS REGION | | | | | | | | |
| Colorado | 61 | 61 | 0 | 66 | -5 | 72 | 67 | 6% |
| Kansas | 108 | 110 | -2 | 125 | -17 | 133 | 128 | 30% |
| Missouri | 181 | 183 | -2 | 198 | -17 | 214 | 202 | 24% |
| Montana | 20 | 21 | -1 | 24 | -4 | 24 | 25 | 10% |
| Nebraska | 70 | 69 | 1 | 77 | -7 | 84 | 79 | 20% |
| North Dakota | 54 | 54 | 0 | 60 | -6 | 60 | 61 | 16% |
| South Dakota | 54 | 57 | -3 | 58 | -4 | 59 | 59 | 15% |
| Wyoming | 54 | 53 | 1 | 55 | -1 | 60 | 56 | 36% |
| TOTAL | 602 | 608 | -6 | 663 | -61 | 706 | 677 | 17% |
| NORTHEAST REGION | | | | | | | | |
| Connecticut | 92 | 89 | 3 | 99 | -7 | 103 | 101 | 21% |
| Maine | 53 | 53 | 0 | 58 | -5 | 61 | 59 | 18% |
| Massachusetts | 116 | 120 | -4 | 134 | -18 | 142 | 137 | 14% |
| New Hampshire | 79 | 79 | 0 | 90 | -11 | 91 | 92 | 34% |
| New York | 75 | 75 | 0 | 77 | -2 | 82 | 79 | 13% |
| Rhode Island | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0% |
| US Virgin Islands (USVI) | 0 | 0 | - | 0 | - | 0 | 1 | - |
| Vermont | 10 | 11 | -1 | 11 | -1 | 11 | 12 | 6% |
| TOTAL | 425 | 427 | -2 | 469 | -44 | 490 | 482 | 17% |



SNA STATE ASSOCIATION CERTIFICATE PROGRAM REPORT

| February 2023 | (continued) | | | | | | | |
|-------------------------|---------------|---------------|------------|---------------|-------------|---------------|---------------|------------|
| | Feb | Jan | +/- | May | +/- | Feb | 2022/23 | % of Total |
| | 2023 | 2023 | | 2022 | | 2022 | 2% Goal | Membership |
| SOUTHEAST REGION | | | | | | | | |
| Alabama | 1,155 | 1,151 | 4 | 1,101 | 54 | 1,117 | 1,123 | 45% |
| Florida | 842 | 851 | -9 | 878 | -36 | 948 | 896 | 33% |
| Georgia | 958 | 973 | -15 | 1,043 | -85 | 1,117 | 1,064 | 25% |
| Kentucky | 820 | 736 | 84 | 730 | 90 | 727 | 745 | 45% |
| Mississippi | 37 | 38 | -1 | 40 | -3 | 43 | 41 | 4% |
| North Carolina | 415 | 418 | -3 | 474 | -59 | 482 | 483 | 16% |
| South Carolina | 151 | 151 | 0 | 175 | -24 | 182 | 179 | 13% |
| Tennessee | 1,020 | 1,016 | 4 | 1,047 | -27 | 1,076 | 1,068 | 48% |
| TOTAL | 5,398 | 5,334 | 64 | 5,488 | -90 | 5,692 | 5,599 | 31% |
| SOUTHWEST REGION | | | | | | | | |
| Arizona | 81 | 84 | -3 | 89 | -8 | 94 | 91 | 8% |
| Arkansas | 44 | 44 | 0 | 56 | -12 | 58 | 57 | 9% |
| Louisiana | 36 | 39 | -3 | 39 | -3 | 42 | 40 | 2% |
| New Mexico | 278 | 286 | -8 | 298 | -20 | 314 | 304 | 40% |
| Oklahoma | 147 | 147 | 0 | 160 | -13 | 179 | 163 | 20% |
| Texas | 50 | 51 | -1 | 51 | -1 | 48 | 52 | 5% |
| Utah | 364 | 366 | -2 | 416 | -52 | 434 | 424 | 37% |
| TOTAL | 1,000 | 1,017 | -17 | 1,109 | -109 | 1,169 | 1,131 | 15% |
| WESTERN REGION | | | | | | | | |
| Alaska | 10 | 10 | 0 | 12 | -2 | 13 | 13 | 11% |
| American Samoa | 0 | 0 | - | 0 | - | 0 | 1 | - |
| California | 122 | 121 | 1 | 123 | -1 | 129 | 125 | 7% |
| CNMI* | 0 | 0 | - | 0 | - | 0 | 1 | - |
| Guam | 0 | 0 | - | 0 | - | 0 | 1 | - |
| Hawaii | 3 | 3 | 0 | 3 | 0 | 3 | 4 | 9% |
| Idaho | 190 | 189 | 1 | 184 | 6 | 193 | 188 | 33% |
| Nevada | 2 | 2 | 0 | 3 | -1 | 3 | 4 | 2% |
| Oregon | 37 | 40 | -3 | 47 | -10 | 50 | 48 | 5% |
| Washington | 1,323 | 1,339 | -16 | 1,385 | -62 | 1,392 | 1,413 | 60% |
| TOTAL | 1,687 | 1,704 | -17 | 1,757 | -70 | 1,783 | 1,798 | 31% |
| SUBTOTAL | 13,452 | 13,432 | 20 | 13,973 | -521 | 14,395 | 14,268 | 28% |
| Miscellaneous | 23 | 24 | -1 | 25 | -2 | 29 | 26 | 7% |
| GRAND TOTAL | 13,475 | 13,456 | 19 | 13,998 | -523 | 14,424 | 14,294 | 27% |



SNA STATE ASSOCIATION CREDENTIALING (SNS) REPORT

February 2023

(Applications processed through 02/28/2023)

| | Feb 2023 | Jan 2023 | +/- | May 2022 | +/- | % Diff in Cred | Feb 2022 | # Times Exam Hosted |
|-------------------------------|-------------|-------------|-----------|-------------|-----------|-------------------|-------------|------------------------|
| MID-ATLANTIC REGION | | | | | | | | |
| Delaware | 18 | 18 | 0 | 18 | 0 | 0% | 18 | 3 |
| Dist. of Columbia | 0 | 0 | 0 | 0 | 0 | - | 0 | 17 |
| Maryland | 35 | 34 | 1 | 32 | 3 | 9% | 31 | 5 |
| New Jersey | 15 | 15 | 0 | 15 | 0 | 0% | 15 | 8 |
| Pennsylvania | 31 | 31 | 0 | 30 | 1 | 3% | 29 | 21 |
| Puerto Rico | 1 | 1 | 0 | 0 | 1 | - | 0 | 0 |
| Virginia | 53 | 53 | 0 | 53 | 0 | 0% | 51 | 28 |
| West Virginia | 10 | 10 | 0 | 9 | 1 | 11% | 9 | 0 |
| TOTAL | 163 | 162 | 1 | 157 | 6 | 4% | 153 | 82 |
| MIDWEST REGION | | | | | | | | |
| Illinois | 35 | 34 | 1 | 36 | -1 | -3% | 36 | 8 |
| Indiana | 38 | 39 | -1 | 38 | 0 | 0% | 39 | 8 |
| Iowa | 17 | 17 | 0 | 17 | 0 | 0% | 17 | 10 |
| Michigan | 53 | 53 | 0 | 44 | 9 | 20% | 44 | 15 |
| Minnesota | 60 | 61 | -1 | 68 | -8 | -12% | 69 | 14 |
| Ohio | 59 | 59 | 0 | 57 | 2 | 4% | 57 | 11 |
| Wisconsin | 25 | 27 | -2 | 28 | -3 | -11% | 28 | 16 |
| TOTAL | 287 | 290 | -3 | 288 | -1 | 0% | 290 | 82 |
| MOUNTAIN PLAINS REGION | | | | | | | | |
| Colorado | 84 | 84 | 0 | 78 | 6 | 8% | 79 | 13 |
| Kansas | 14 | 14 | 0 | 15 | -1 | -7% | 15 | 4 |
| Missouri | 23 | 23 | 0 | 24 | -1 | -4% | 24 | 13 |
| Montana | 4 | 4 | 0 | 3 | 1 | 33% | 3 | 0 |
| Nebraska | 6 | 6 | 0 | 5 | 1 | 20% | 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 | 144 | 144 | 0 | 141 | 3 | 2% | 142 | 32 |
| NORTHEAST REGION | | | | | | | | |
| Connecticut | 11 | 11 | 0 | 13 | -2 | -15% | 13 | 4 |
| Maine | 20 | 20 | 0 | 19 | 1 | 5% | 19 | 5 |
| Massachusetts | 57 | 57 | 0 | 60 | -3 | -5% | 61 | 13 |
| New Hampshire | 10 | 10 | 0 | 10 | 0 | 0% | 10 | 4 |
| New York | 39 | 40 | -1 | 44 | -5 | -11% | 43 | 22 |
| 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% | 13 | 8 |
| TOTAL | 151 | 152 | -1 | 160 | -9 | -6% | 160 | 57 |



SNA STATE ASSOCIATION CREDENTIALING (SNS) REPORT

| February 2023 | (continued) | | | | | | | |
|-------------------------|--------------|--------------|-----------|--------------|-----------|-------------------|--------------|------------------------|
| | Feb 2023 | Jan 2023 | +/- | May 2022 | +/- | % Diff in Cred | Feb 2022 | # Times Exam Hosted |
| SOUTHEAST REGION | | | | | | | | |
| Alabama | 36 | 36 | 0 | 36 | 0 | 0% | 37 | 5 |
| Florida | 82 | 83 | -1 | 84 | -2 | -2% | 86 | 23 |
| Georgia | 62 | 62 | 0 | 62 | 0 | 0% | 61 | 20 |
| Kentucky | 36 | 36 | 0 | 33 | 3 | 9% | 33 | 16 |
| Mississippi | 18 | 18 | 0 | 15 | 3 | 20% | 15 | 6 |
| North Carolina | 62 | 62 | 0 | 58 | 4 | 7% | 57 | 15 |
| South Carolina | 19 | 19 | 0 | 19 | 0 | 0% | 20 | 9 |
| Tennessee | 36 | 36 | 0 | 37 | -1 | -3% | 37 | 19 |
| TOTAL | 351 | 352 | -1 | 344 | 7 | 2% | 346 | 113 |
| SOUTHWEST REGION | | | | | | | | |
| Arizona | 55 | 55 | 0 | 55 | 0 | 0% | 55 | 19 |
| Arkansas | 9 | 9 | 0 | 8 | 1 | 13% | 8 | 3 |
| Louisiana | 15 | 15 | 0 | 16 | -1 | -6% | 16 | 5 |
| New Mexico | 9 | 9 | 0 | 10 | -1 | -10% | 10 | 4 |
| Oklahoma | 6 | 6 | 0 | 5 | 1 | 20% | 6 | 2 |
| Texas | 106 | 106 | 0 | 104 | 2 | 2% | 100 | 31 |
| Utah | 20 | 20 | 0 | 20 | 0 | 0% | 19 | 4 |
| TOTAL | 220 | 220 | 0 | 218 | 2 | 1% | 214 | 68 |
| WESTERN REGION | | | | | | | | |
| Alaska | 6 | 5 | 1 | 6 | 0 | 0% | 6 | 3 |
| American Samoa | 0 | 0 | - | 0 | - | - | 0 | 0 |
| California | 139 | 134 | 5 | 130 | 9 | 7% | 129 | 26 |
| CNMI | 0 | 0 | - | 0 | - | - | 0 | 0 |
| Guam | 0 | 0 | - | 0 | - | - | 0 | 1 |
| Hawaii | 1 | 1 | 0 | 1 | 0 | 0% | 1 | 3 |
| Idaho | 23 | 21 | 2 | 21 | 2 | 10% | 21 | 6 |
| Nevada | 2 | 2 | 0 | 2 | 0 | - | 3 | 3 |
| Oregon | 16 | 16 | 0 | 15 | 1 | 7% | 17 | 6 |
| Washington | 37 | 37 | 0 | 42 | -5 | -12% | 41 | 8 |
| TOTAL | 224 | 216 | 8 | 217 | 7 | 3% | 218 | 56 |
| SUBTOTAL | 1,540 | 1,536 | 4 | 1,525 | 15 | 1% | 1,523 | 490 |
| Miscellaneous | 50 | 51 | -1 | 58 | -8 | -14% | 55 | 0 |
| GRAND TOTAL | 1,590 | 1,587 | 3 | 1,583 | 7 | 0% | 1,578 | 490 |