



## Membership Development Report – November 2011

### Europe, Middle East, Africa (Region 8)



This membership development report is issued on behalf of your IEEE Region, and the IEEE Member & Geographic Activities Board.

Dear MD officers,

While the year is approaching its end, we are now also in our top period regarding membership renewals. **70.8% (that is about 50000) of them did not yet renew!** I would like to emphasize the use of emailing the members in your section around this time of year. Not only can you convey seasons greetings to them, it is also the ideal moment to show them what you have done in your section in the last year, and what you are planning for the following. A nice reminder about renewals is always interesting, and maybe you can draw your attention to the new members or the newly elevated members (senior or fellow). Enjoy the years end, as well as the upcoming year.

–Dirk Van Hertem, Membership Development Chair, Region 8

| Regional Snapshot       | Total this Month | '11 vs. '10  | % Change    | Aug 2012 400,000 Member Goal – R8 |              | 2012 New Members (NOV) |
|-------------------------|------------------|--------------|-------------|-----------------------------------|--------------|------------------------|
| <b>Total Membership</b> | <b>76,602</b>    | <b>2,929</b> | <b>4.1%</b> | <b>34.6%</b>                      | <b>Total</b> | <b>4000</b>            |
| • Higher-Grade          | 54,377           | 2,043        | 3.9%        | 31.9%                             | Higher-Grade | 984                    |
| • Students              | 20,225           | 886          | 4.5%        | 43.2%                             | Student      | 3016                   |
| IEEE Worldwide - Total  | 407,704          | 8,777        | 2.2%        | 400,000                           |              | 19,053                 |

| 2011 Retention Dashboard / Benchmark   | Cumulative – Through This Month |                   |                        |       |
|--|---------------------------------|-------------------|------------------------|-------|
|  | Professionals                   | Graduate Students | Undergraduate Students | Total |
| Region – Total Members                 | 29.9%                           | 38.3%             | 14.4%                  | 29.2% |
| Region – 1 <sup>st</sup> -Year Members | 14.4%                           | 27.7%             | 10.7%                  | 16.1% |
| IEEE – Total Members                   | 38.3%                           | 34.1%             | 9.6%                   | 34.1% |
| IEEE – 1 <sup>st</sup> Year Members    | 14.6%                           | 20.8%             | 7.0%                   | 12.1% |

| First-Year Member Engagement | 2012 Membership Cycle   | 2011 Membership Cycle   |
|------------------------------|---|---|
| Recruitment                  | Work on member recruitment, e-Membership is available.  | New membership year has begun   |
| MGA Operations               | New Member orientations: link to recorded orientation session and FAQ page: <a href="http://www.ieee.org/membership_services/membership/welcome.html">http://www.ieee.org/membership_services/membership/welcome.html</a> | <i>Weekly</i> – New members receive welcome kit mailing<br><i>Monthly</i> - New members of prior month are invited to a new member orientation webcast  |
| Section / Chapter Operations | Reach out to recently graduated students to include in Section activities.  | New members received welcome communications from Section / Chapter ?<br>New member recognized in Section / Chapter newsletter ?<br><br>New members invited to Section / Chapter welcome event ? |
| SAMIEEE Queries              | Use the pre-defined queries in SAMIEEE to identify those in pre-arrears.  | (MD) All Members Joining Since Membership Year<br>(MD) First Year Members Not Renewed<br>(ND) Members in Arrears<br>(MD) First Year Active Members  |
| Volunteer Resources          | Do your Section MD Chairs and volunteers know all of the resources that are linked off the MD Portal at <a href="http://www.ieee.org/md">www.ieee.org/md</a> ?  |   |



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|                                     |                             |                         |
|-------------------------------------|-----------------------------|-------------------------|
| <b>Best Section Total Retention</b> | 50.9% - Switzerland Section | 43.7% - Austria Section |
|                                     | 46.7% - Latvia Section      | 43.2% - Germany Section |
|                                     | 45.6% - Denmark Section     | 42.7% - Estonia Section |

| <b>Top Section Recruitment Year over Year (Feb-Feb)</b> | <b>Numeric Growth</b>             | <b>Percentage Growth</b>             |
|---|-----------------------------------|--------------------------------------|
|   | 171 – Egypt Section               | 450.00% - Russia (Northwest) Section |
|   | 165 – Lebanon Section             | 366.67% - Iraq Section               |
|   | 86 – United Arab Emirates Section | 284.62% - Ghana Section              |

|                                  |  |   |
|----------------------------------|--|---|
| <b>Upcoming MD Opportunities</b> | Email to all section members remembering them of the IEEE activities in your section of last year and the ones of the coming year. | Send an email to those members that are eligible for senior membership and help them to become one.           |
|                                  | Send a welcome message to all new members  | The end of the year is a good moment to award those that have been exceptionally active in your organization. |

|                          |  |  |
|--------------------------|--|--|
| <b>MD Resource Links</b> | IEEE Region 8                                    | <a href="http://www.ieee.org/r8">www.ieee.org/r8</a>             |
|                          | Benefits of Membership                           | <a href="http://www.ieee.org/benefits">www.ieee.org/benefits</a> |
|                          | First Year Member Experience                     | <a href="http://www.ieee.org/start">www.ieee.org/start</a>       |
|                          | Online Supply Form                               | <a href="http://www.ieee.org/md">www.ieee.org/md</a>             |
|                          | MD Online Community                              | <a href="http://www.ieee.org/md">www.ieee.org/md</a>             |
|                          | Membership Statistics                            | <a href="http://www.ieee.org/md">www.ieee.org/md</a>             |
|                          | MD Manual, Membership Presentations              | <a href="http://www.ieee.org/md">www.ieee.org/md</a>             |
|                          | Member-get-a-Member                              | <a href="http://www.ieee.org/mgm">www.ieee.org/mgm</a>           |
|                          | MD Webcast Archive Guide for 2011, 2010 and 2009 | <a href="http://www.ieee.org/md">www.ieee.org/md</a>             |



**IEEE GOLD Membership Data**

We are providing global GOLD member data in your Region MD Report. GOLD members can be an Associate, Graduate Student Member, Member or Senior Member grade. Since GOLD is not a designated IEEE Member Grade, their statistical data would be included in each member grade statistic.

| <b>Geographic IEEE Gold Membership - November 2011</b> |                              |               |                |              |                 |              |               |              |                      |               |               |              |
|--|------------------------------|---------------|----------------|--------------|-----------------|--------------|---------------|--------------|----------------------|---------------|---------------|--------------|
|  | <b>HIGHER GRADE w/o GSMs</b> |               |                |              | <b>STUDENTS</b> |              |               |              | <b>TOTAL MEMBERS</b> |               |               |              |
| <b>REGION</b>  | <b>2011</b>                  | <b>2010</b>   | <b>Change</b>  |              | <b>2011</b>     | <b>2010</b>  | <b>Change</b> |              | <b>2011</b>          | <b>2010</b>   | <b>Change</b> |              |
|  |                              |               | <b>#</b>       | <b>%</b>     |                 |              | <b>#</b>      | <b>%</b>     |                      |               | <b>#</b>      | <b>%</b>     |
| <b>1</b>   | 3,892                        | 4,310         | (418)          | -9.7%        | 531             | 550          | (19)          | -3.5%        | 3,892                | 4,310         | (418)         | -9.7%        |
| <b>2</b>   | 3,842                        | 4,283         | (441)          | -10.3%       | 515             | 533          | (18)          | -3.4%        | 3,842                | 4,283         | (441)         | -10.3%       |
| <b>3</b>   | 3,961                        | 4,505         | (544)          | -12.1%       | 615             | 618          | (3)           | -0.5%        | 3,961                | 4,505         | (544)         | -12.1%       |
| <b>4</b>   | 3,248                        | 3,665         | (417)          | -11.4%       | 500             | 495          | 5             | 1.0%         | 3,248                | 3,665         | (417)         | -11.4%       |
| <b>5</b>   | 3,880                        | 4,303         | (423)          | -9.8%        | 479             | 488          | (9)           | -1.8%        | 3,880                | 4,303         | (423)         | -9.8%        |
| <b>6</b>   | 7,202                        | 7,653         | (451)          | -5.9%        | 922             | 952          | (30)          | -3.2%        | 7,202                | 7,653         | (451)         | -5.9%        |
| <b>R 1-6</b>   | 26,025                       | 28,719        | (2,694)        | -9.4%        | 3,562           | 3,636        | (74)          | -2.0%        | 26,025               | 28,719        | (2,694)       | -9.4%        |
| <b>7</b>   | 3,462                        | 3,885         | (423)          | -10.9%       | 604             | 638          | (34)          | -5.3%        | 3,462                | 3,885         | (423)         | -10.9%       |
| <b>8</b>   | 14,372                       | 13,690        | 682            | 5.0%         | 2,084           | 2,045        | 39            | 1.9%         | 14,372               | 13,690        | 682           | 5.0%         |
| <b>9</b>   | 2,596                        | 2,506         | 90             | 3.6%         | 266             | 318          | (52)          | -16.4%       | 2,596                | 2,506         | 90            | 3.6%         |
| <b>10</b>  | 11,716                       | 11,401        | 315            | 2.8%         | 1,022           | 1,087        | (65)          | -6.0%        | 11,716               | 11,401        | 315           | 2.8%         |
| <b>R 7-10</b>  | 32,146                       | 31,482        | 664            | 2.1%         | 3,976           | 4,088        | (112)         | -2.7%        | 32,146               | 31,482        | 664           | 2.1%         |
| <b>TOTAL</b>   | <b>58,171</b>                | <b>60,201</b> | <b>(2,030)</b> | <b>-3.4%</b> | <b>7,538</b>    | <b>7,724</b> | <b>(186)</b>  | <b>-2.4%</b> | <b>58,171</b>        | <b>60,201</b> | <b>-2,030</b> | <b>-3.4%</b> |

IEEE’s Member database flags members for GOLD affiliation based on the date of the member’s first graduation. Members are identified as “Yes GOLD” if their graduation date is less than 10 years past. At present, graduation dates are an optional field for member applications so new members joining IEEE are categorized as GOLD **IF** the graduation date is provided. Graduating Student Members are captured as they are elevated from Student Member to higher grade member following their graduation date.

The GOLD member data above only captures those IEEE members that are “Yes GOLD” flagged. Efforts are underway to investigate methods for reflecting true numbers of IEEE members who have graduated in the last decade.

In SAMIEEE, there are several pre-defined queries for GOLD: In the Geographic Folder, (GEO) Active IEEE members –Current GOLD (Graduates of the Last Decade) and (GEO) Active Student & Graduate Student Members with Graduation Date in 2010. In the SAMIEEE MD folder, (MD) Active Student Members with Graduation Date will also pull data.

**Year-over-Year – Renewal: 2012 Membership Year – November 2011**

| REGION 8                     | HIGHER GRADE MEMBERS |           |           | STUDENT MEMBERS |           |           | TOTAL MEMBERS |           |           |
|------------------------------|----------------------|-----------|-----------|-----------------|-----------|-----------|---------------|-----------|-----------|
|                              | Opportunity          | # Renewal | % Renewal | Opportunity     | # Renewal | % Renewal | Opportunity   | # Renewal | % Renewal |
| Switzerland Section          | 2320                 | 1196      | 51.6%     | 395             | 185       | 46.8%     | 2,715         | 1,381     | 50.9%     |
| Latvia Section               | 69                   | 27        | 39.1%     | 23              | 16        | 69.6%     | 92            | 43        | 46.7%     |
| Denmark Section              | 609                  | 287       | 47.1%     | 119             | 45        | 37.8%     | 728           | 332       | 45.6%     |
| Austria Section              | 841                  | 364       | 43.3%     | 339             | 152       | 44.8%     | 1,180         | 516       | 43.7%     |
| Germany Section              | 5492                 | 2340      | 42.6%     | 1495            | 677       | 45.3%     | 6,987         | 3,017     | 43.2%     |
| Estonia Section              | 76                   | 28        | 36.8%     | 27              | 16        | 59.3%     | 103           | 44        | 42.7%     |
| Norway Section               | 879                  | 373       | 42.4%     | 137             | 47        | 34.3%     | 1,016         | 420       | 41.3%     |
| Sweden Section               | 1542                 | 633       | 41.1%     | 439             | 179       | 40.8%     | 1,981         | 812       | 41.0%     |
| Benelux Section              | 2711                 | 1146      | 42.3%     | 766             | 266       | 34.7%     | 3,477         | 1,412     | 40.6%     |
| Spain Section                | 2931                 | 1151      | 39.3%     | 817             | 280       | 34.3%     | 3,748         | 1,431     | 38.2%     |
| Portugal Section             | 753                  | 265       | 35.2%     | 353             | 153       | 43.3%     | 1,106         | 418       | 37.8%     |
| Finland Section              | 797                  | 293       | 36.8%     | 263             | 102       | 38.8%     | 1,060         | 395       | 37.3%     |
| Cyprus Section               | 170                  | 54        | 31.8%     | 71              | 35        | 49.3%     | 241           | 89        | 36.9%     |
| Israel Section               | 1103                 | 361       | 32.7%     | 100             | 30        | 30.0%     | 1,203         | 391       | 32.5%     |
| Russia Section               | 442                  | 136       | 30.8%     | 69              | 23        | 33.3%     | 511           | 159       | 31.1%     |
| U.K.& Rep Of Ireland Section | 8135                 | 2491      | 30.6%     | 1719            | 509       | 29.6%     | 9,854         | 3,000     | 30.4%     |
| Malta Section                | 108                  | 36        | 33.3%     | 70              | 17        | 24.3%     | 178           | 53        | 29.8%     |
| South Africa Section         | 755                  | 252       | 33.4%     | 269             | 45        | 16.7%     | 1,024         | 297       | 29.0%     |
| France Section               | 3096                 | 926       | 29.9%     | 549             | 121       | 22.0%     | 3,645         | 1,047     | 28.7%     |
| Italy Section                | 3665                 | 983       | 26.8%     | 712             | 218       | 30.6%     | 4,377         | 1,201     | 27.4%     |
| Greece Section               | 1434                 | 334       | 23.3%     | 605             | 200       | 33.1%     | 2,039         | 534       | 26.2%     |

**Year-over-Year – Renewal: 2012 Membership Year – November 2011**

| REGION 8                       | HIGHER GRADE MEMBERS |           |           | STUDENT MEMBERS |           |           | TOTAL MEMBERS |           |           |
|--------------------------------|----------------------|-----------|-----------|-----------------|-----------|-----------|---------------|-----------|-----------|
|                                | Opportunity          | # Renewal | % Renewal | Opportunity     | # Renewal | % Renewal | Opportunity   | # Renewal | % Renewal |
| Russia (Northwest) Section     | 145                  | 49        | 33.8%     | 61              | 4         | 6.6%      | 206           | 53        | 25.7%     |
| Czechoslovakia Section         | 485                  | 126       | 26.0%     | 102             | 23        | 22.5%     | 587           | 149       | 25.4%     |
| Iceland Section                | 59                   | 18        | 30.5%     | 36              | 5         | 13.9%     | 95            | 23        | 24.2%     |
| Romania Section                | 827                  | 206       | 24.9%     | 160             | 31        | 19.4%     | 987           | 237       | 24.0%     |
| Ukraine Section                | 300                  | 59        | 19.7%     | 92              | 34        | 37.0%     | 392           | 93        | 23.7%     |
| Poland Section                 | 691                  | 205       | 29.7%     | 225             | 12        | 5.3%      | 916           | 217       | 23.7%     |
| Russia (Siberia) Section       | 134                  | 36        | 26.9%     | 50              | 7         | 14.0%     | 184           | 43        | 23.4%     |
| Croatia Section                | 450                  | 110       | 24.4%     | 253             | 52        | 20.6%     | 703           | 162       | 23.0%     |
| Lithuanian Section             | 78                   | 20        | 25.6%     | 18              | 2         | 11.1%     | 96            | 22        | 22.9%     |
| Bahrain Section                | 77                   | 17        | 22.1%     | 6               | 2         | 33.3%     | 83            | 19        | 22.9%     |
| Belarus Section                | 37                   | 5         | 13.5%     | 9               | 5         | 55.6%     | 46            | 10        | 21.7%     |
| Hungary Section                | 310                  | 70        | 22.6%     | 77              | 13        | 16.9%     | 387           | 83        | 21.4%     |
| Saudi Arabia Section           | 631                  | 157       | 24.9%     | 174             | 13        | 7.5%      | 805           | 170       | 21.1%     |
| Egypt Section                  | 665                  | 161       | 24.2%     | 1112            | 174       | 15.6%     | 1,777         | 335       | 18.9%     |
| Ghana Section                  | 92                   | 18        | 19.6%     | 29              | 4         | 13.8%     | 121           | 22        | 18.2%     |
| Lebanon Section                | 250                  | 69        | 27.6%     | 476             | 62        | 13.0%     | 726           | 131       | 18.0%     |
| United Arab Emirates Section   | 675                  | 165       | 24.4%     | 489             | 44        | 9.0%      | 1,164         | 209       | 18.0%     |
| Qatar Section                  | 168                  | 29        | 17.3%     | 50              | 10        | 20.0%     | 218           | 39        | 17.9%     |
| Bosnia And Herzegovina Section | 119                  | 22        | 18.5%     | 65              | 8         | 12.3%     | 184           | 30        | 16.3%     |
| Western Saudi Arabia Section   | 252                  | 60        | 23.8%     | 185             | 11        | 5.9%      | 437           | 71        | 16.2%     |
| Turkey Section                 | 992                  | 225       | 22.7%     | 1229            | 135       | 11.0%     | 2,221         | 360       | 16.2%     |

**Year-over-Year – Renewal: 2012 Membership Year – November 2011**

| REGION 8                         | HIGHER GRADE MEMBERS |           |           | STUDENT MEMBERS |           |           | TOTAL MEMBERS |           |           |
|----------------------------------|----------------------|-----------|-----------|-----------------|-----------|-----------|---------------|-----------|-----------|
|                                  | Opportunity          | # Renewal | % Renewal | Opportunity     | # Renewal | % Renewal | Opportunity   | # Renewal | % Renewal |
| Slovenia Section                 | 269                  | 44        | 16.4%     | 45              | 6         | 13.3%     | 314           | 50        | 15.9%     |
| Oman Section                     | 111                  | 27        | 24.3%     | 88              | 2         | 2.3%      | 199           | 29        | 14.6%     |
| Nigeria Section                  | 751                  | 123       | 16.4%     | 285             | 21        | 7.4%      | 1,036         | 144       | 13.9%     |
| Republic Of Macedonia Section    | 91                   | 16        | 17.6%     | 53              | 4         | 7.5%      | 144           | 20        | 13.9%     |
| Kuwait Section                   | 145                  | 35        | 24.1%     | 144             | 3         | 2.1%      | 289           | 38        | 13.1%     |
| Kenya Section                    | 78                   | 11        | 14.1%     | 6               | 0         | 0.0%      | 84            | 11        | 13.1%     |
| Serbia And Montenegro Section    | 437                  | 57        | 13.0%     | 194             | 19        | 9.8%      | 631           | 76        | 12.0%     |
| Jordan Section                   | 206                  | 44        | 21.4%     | 300             | 13        | 4.3%      | 506           | 57        | 11.3%     |
| Bulgaria Section                 | 235                  | 30        | 12.8%     | 82              | 5         | 6.1%      | 317           | 35        | 11.0%     |
| Iraq Section                     | 121                  | 17        | 14.0%     | 42              | 0         | 0.0%      | 163           | 17        | 10.4%     |
| Morocco Section                  | 77                   | 11        | 14.3%     | 74              | 4         | 5.4%      | 151           | 15        | 9.9%      |
| Iran Section                     | 979                  | 99        | 10.1%     | 1461            | 98        | 6.7%      | 2,440         | 197       | 8.1%      |
| Tunisia Section                  | 190                  | 8         | 4.2%      | 197             | 13        | 6.6%      | 387           | 21        | 5.4%      |
| Zambia Section                   | 125                  | 2         | 1.6%      | 1               | 1         | 100.0%    | 126           | 3         | 2.4%      |
| Reg 8-Countries Outside Sections | 501                  | 91        | 18.2%     | 342             | 31        | 9.1%      | 843           | 122       | 14.5%     |
| Region 8 - Apo/Fpo               | 112                  | 37        | 33.0%     | 15              | 7         | 46.7%     | 127           | 44        | 34.6%     |

**Year-over-Year – Recruitment: 2012 Membership Year**

| Section                      | November 2011 | November 2010 | # Change | % Change |
|------------------------------|---------------|---------------|----------|----------|
| Egypt Section                | 329           | 158           | 171      | 108.23%  |
| Lebanon Section              | 238           | 73            | 165      | 226.03%  |
| United Arab Emirates Section | 244           | 158           | 86       | 54.43%   |
| Ghana section                | 50            | 13            | 37       | 284.62%  |
| Jordan Section               | 117           | 82            | 35       | 42.68%   |
| Spain Section                | 148           | 115           | 33       | 28.70%   |
| Austria Section              | 65            | 37            | 28       | 75.68%   |
| Iceland Section              | 34            | 11            | 23       | 209.09%  |
| Italy Section                | 157           | 134           | 23       | 17.16%   |
| Morocco Section              | 22            | 0             | 22       | #DIV/0!  |
| Qatar Section                | 44            | 22            | 22       | 100.00%  |
| Germany Section              | 250           | 229           | 21       | 9.17%    |
| Switzerland Section          | 81            | 64            | 17       | 26.56%   |
| Tunisia Section              | 25            | 9             | 16       | 177.78%  |
| Western Saudi Arabia Section | 34            | 18            | 16       | 88.89%   |
| Nigeria Section              | 138           | 123           | 15       | 12.20%   |
| Iraq Section                 | 14            | 3             | 11       | 366.67%  |
| France Section               | 147           | 136           | 11       | 8.09%    |
| Russia (Northwest) Section   | 11            | 2             | 9        | 450.00%  |
| Ukraine Section              | 40            | 32            | 8        | 25.00%   |
| Estonia Section              | 19            | 13            | 6        | 46.15%   |
| Kuwait Section               | 8             | 5             | 3        | 60.00%   |

**Year-over-Year – Recruitment: 2012 Membership Year**

| Section                        | November 2011 | November 2010 | # Change | % Change |
|--------------------------------|---------------|---------------|----------|----------|
| Norway Section                 | 38            | 35            | 3        | 8.57%    |
| Kenya Section                  | 3             | 1             | 2        | 200.00%  |
| Lithuanian Section             | 4             | 3             | 1        | 33.33%   |
| Bosnia And Herzegovina Section | 5             | 4             | 1        | 25.00%   |
| Greece Section                 | 152           | 152           | 0        | 0.00%    |
| Poland Section                 | 32            | 32            | 0        | 0.00%    |
| Iran Section                   | 86            | 87            | -1       | -1.15%   |
| Russia Section                 | 38            | 39            | -1       | -2.56%   |
| Hungary Section                | 10            | 11            | -1       | -9.09%   |
| Slovenia Section               | 8             | 9             | -1       | -11.11%  |
| Republic Of Macedonia Section  | 5             | 6             | -1       | -16.67%  |
| Bulgaria Section               | 3             | 4             | -1       | -25.00%  |
| Israel Section                 | 31            | 33            | -2       | -6.06%   |
| Russia (Siberia) Section       | 7             | 9             | -2       | -22.22%  |
| Zambia Section                 | 5             | 7             | -2       | -28.57%  |
| Serbia And Montenegro Section  | 13            | 16            | -3       | -18.75%  |
| Bahrain Section                | 3             | 6             | -3       | -50.00%  |
| Croatia Section                | 18            | 22            | -4       | -18.18%  |
| Malta Section                  | 12            | 17            | -5       | -29.41%  |
| Cyprus Section                 | 13            | 19            | -6       | -31.58%  |



**Year-over-Year – Recruitment: 2012 Membership Year**

| Section                          | November 2011 | November 2010 | # Change | % Change |
|----------------------------------|---------------|---------------|----------|----------|
| Portugal Section                 | 98            | 105           | -7       | -6.67%   |
| Romania Section                  | 21            | 30            | -9       | -30.00%  |
| Saudi Arabia Section             | 46            | 56            | -10      | -17.86%  |
| Finland Section                  | 35            | 45            | -10      | -22.22%  |
| Oman Section                     | 11            | 21            | -10      | -47.62%  |
| Denmark Section                  | 24            | 35            | -11      | -31.43%  |
| South Africa Section             | 43            | 55            | -12      | -21.82%  |
| Latvia Section                   | 2             | 15            | -13      | -86.67%  |
| Belarus Section                  | 5             | 19            | -14      | -73.68%  |
| Sweden Section                   | 77            | 92            | -15      | -16.30%  |
| Czechoslovakia Section           | 13            | 28            | -15      | -53.57%  |
| Benelux Section                  | 155           | 179           | -24      | -13.41%  |
| U.K.& Rep Of Ireland Section     | 501           | 547           | -46      | -8.41%   |
| Turkey Section                   | 119           | 174           | -55      | -31.61%  |
| Region 8 - Apo/Fpo               | 5             | 9             | -4       | -44.44%  |
| Reg 8-Countries Outside Sections | 144           | 102           | 42       | 41.18%   |

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