

# ASCP Awards

## Category 1

\*President's Award is subjective and not determined by category.

<b>Highest Membership Growth In Dollars</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) Oklahoma 9.9% (2) Arkansas 6.1%
<b>Highest Membership Growth In Numbers</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) Montana 31.8% (2) Arkansas 8.9%
<b>Highest Retention In Dollars</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) West Virginia 98.6% (2) Maine 97.8%
<b>Highest Retention In Numbers</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) Maine 98.4% (2) West Virginia 97.2%
<b>Highest Retention Improvement In Dollars</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) West Virginia 18.8% (2) South Carolina 16.4%
<b>Highest Retention Improvement In Numbers</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) South Carolina 21.5% (2) Kentucky 18.4%
<b>Highest Non-Dues Growth In Dollars</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) Montana 29.9% (2) Maine 27.2%
<b>Highest Market Share In Numbers</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) Montana 2.60% (2) West Virginia 2.11%

# ASCP Awards

## Category 2

\*President's Award is subjective and not determined by category.

<b>Highest Membership Growth In Dollars</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) Texas 15.9% (2) North Carolina 13.2%
<b>Highest Membership Growth In Numbers</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) Texas 16.7% (2) Ohio 11.9%
<b>Highest Retention In Dollars</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) Pennsylvania 93.8% (2) Colorado 93.6%
<b>Highest Retention In Numbers</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) Minnesota 91.8% (2) Colorado 89.1%
<b>Highest Retention Improvement In Dollars</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) Georgia 19.4% (2) Indiana 13.5%
<b>Highest Retention Improvement In Numbers</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) North Carolina 37.3% (2) Minnesota 35.3%
<b>Highest Non-Dues Growth In Dollars</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) Ohio 45.2% (2) Georgia 6.6%
<b>Highest Market Share In Numbers</b> <b>CHAMBER 1 &amp; CHAMBER 2</b>
(1) Washington 2.45% (2) Indiana 1.98%

## Category 1 (Up to 200,000)

State	Number of Employers
Arkansas	122,754
Kentucky	171,657
Louisiana	196,875
Maine	66,127
Montana	55,363
Nebraska	85,382
Oklahoma	144,896
South Carolina	174,874
West Virginia	57,248

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## Category 2 (200,001+)

State	Number of Employers
Colorado	271,316
Georgia	427,629
Indiana	240,811
Michigan	442,536
Minnesota	248,345
Missouri	230,842
North Carolina	392,457
Ohio	433,343
Pennsylvania	497,436
Texas	1,079,279
Washington	289,820

The categories are determined by total number of employers per D&B including HQ and single location entities, non-farm industries.

**Formulas:**

**1. Highest Membership Growth In Dollars**

**2010 Dollar Value of Total Member Accounts ÷ 2009 Total**

**2. Highest Membership Growth in Numbers**

**2010 Total Number of Dues Paying Member Accounts ÷ 2009 Total**

**3. Highest Retention in Dollars**

**2010 Dollar Value of the Total Canceled Member Accounts ÷ 2009 Total**

**4. Highest Retention in Numbers**

**2010 Total Number of Canceled Member Accounts ÷ 2009 Total**

**5. Highest Retention Improvement in Dollars**

**(2010 Dollar Value of Member Accounts – 2010 Dollar Value of Canceled Member Accounts) ÷ 2009 Total**

**6. Highest Retention Improvement in Numbers**

**(2010 Total Number of Dues Paying Member Accounts – 2010 Total Number of Cancelled Member Accounts) ÷ 2009 Total**

**7. Highest Non-Dues Growth**

**2010 Total Non-Dues Revenue ÷ 2009 Total Non-Dues Revenue**

**8. Highest Market Share**