

AARP DRIVER SAFETY - PARTICIPANT & COURSE REPORT SUMMARY
January 2012

ALL-IN TOTAL	Month: January			Year to Date: Jan 2012		
	2011	2012	% change	2011	2012	% change
Total Participants	27,263	30,468	11.8%	27,263	30,468	11.8%

Classroom	21,125	22,659	7.3%	21,125	22,659	7.3%
Online	6,138	7,809	27.2%	6,138	7,809	27.2%
CarFit	--	0*	--	--	0	--
WNTT	--	0*	--	--	0	--

CLASSROOM	Month: January			Year to Date: Jan 2012		
	2011	2012	% change	2011	2012	% change
Participants	21,125	22,659	7.3%	21,125	22,659	7.3%

Courses	1,270	1,459	14.9%	1,270	1,459	14.9%
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ONLINE	Month: January			Year to Date: Jan 2012		
	2011	2012	% change	2011	2012	% change
Participants	6,138	7,809	27.2%	6,138	7,809	27.2%

OTHER	Month: January			Year to Date: Jan 2012		
	2011	2012	% change	2011	2012	% change
CarFit*	--	0*	--	--	0	--
WNTT*	--	0*	--	--	0	--

	2012 DS Dashboard goals	
	2012 Goal	% of goal
Dashboard	571,000	5.3%
Distinguished	600,000	5.1%

	2012 DS Dashboard goals	
	2012 Goal	% of goal
Dashboard	481,000	4.7%
Distinguished	515,000	4.4%

	2012 DS Dashboard goal	
	2012 Goal	% of goal
	84,000	9.3%

	2012 DS Dashboard goal	
	2012 Goal	% of goal
	5,300	0.0%
	650	0.0%

As of January 2012 we have achieved 5.3% of our total dashboard goal.

We have also reached 4.7% of our classroom goal and 9.3% of our online goal as of January 2012.

CarFit and WNTT will be recorded on a rolling YTD basis since monthly participants cannot be recorded accurately.

Driver Safety All-In Goal Report January 2012

State	Year to Date				Total Participants
	Classroom	Online	CarFit	WNTT	
National Total	22,659	7,809	-	-	30,468
National Goal	481,000	7,267	5,300	700	28,882
% toward goal	4.7%	107.5%	0.0%	0.0%	n/a

Year to Date			
Dashboard Goal	% towards goal	Distinguished Goal	% towards distinguished
571,000	5.3%	600,000	5.1%
571,000	5.1%	30,349	5.1%
n/a	n/a	n/a	n/a

Midwest 1	594	442	-	-	1,036
Illinois	437	194	-	-	631
Indiana	-	25	-	-	25
Kentucky	91	36	-	-	127
Michigan	27	68	-	-	95
Ohio	33	59	-	-	92
Wisconsin	6	60	-	-	66
Midwest 2	1,893	577	-	-	2,470
Iowa	22	8	-	-	30
Minnesota	1,790	530	-	-	2,320
Nebraska	27	4	-	-	31
North Dakota	42	14	-	-	56
South Dakota	12	21	-	-	33
Northeast 1	577	191	-	-	768
Connecticut	522	122	-	-	644
Maine	-	13	-	-	13
Massachusetts	9	12	-	-	21
New Hampshire	21	14	-	-	35
Rhode Island	-	13	-	-	13
Vermont	25	17	-	-	42
Northeast 2	5,039	2,388	-	-	7,427
Delaware	266	66	-	-	332
New Jersey	329	472	-	-	801
New York	3,866	1,574	-	-	5,440
Pennsylvania	578	276	-	-	854
Puerto Rico	-	-	-	-	-

31,360	3.3%	32,950	3.1%
15,650	4.0%	16,440	3.8%
1,170	2.1%	1,230	2.0%
4,680	2.7%	4,910	2.6%
2,770	3.4%	2,910	3.3%
3,990	2.3%	4,200	2.2%
3,100	2.1%	3,260	2.0%
52,200	4.7%	54,850	4.5%
1,500	2.0%	1,570	1.9%
47,870	4.8%	50,300	4.6%
660	4.7%	700	4.4%
1,540	3.6%	1,620	3.5%
630	5.2%	660	5.0%
20,630	3.7%	21,670	3.5%
14,760	4.4%	15,510	4.2%
1,340	1.0%	1,410	0.9%
1,120	1.9%	1,170	1.8%
1,190	2.9%	1,250	2.8%
980	1.3%	1,030	1.3%
1,240	3.4%	1,300	3.2%
168,630	4.4%	177,230	4.2%
5,680	5.8%	5,960	5.6%
15,740	5.1%	16,540	4.8%
119,610	4.5%	125,730	4.3%
27,580	3.1%	28,980	2.9%
20	0.0%	20	0.0%

Southeast 1	559	338	-	-	897
DC	31	21	-	-	52
Maryland	174	92	-	-	266
North Carolina	5	15	-	-	20
Virginia	349	176	-	-	525
West Virginia	-	34	-	-	34
Southeast 2	5,315	1,130	-	-	6,445
Alabama	44	45	-	-	89
Florida	4,040	763	-	-	4,803
Georgia	1,076	278	-	-	1,354
South Carolina	155	44	-	-	199
Virgin Islands	-	-	-	-	-
Southwest 1	3,163	764	-	-	3,927
Arkansas	632	85	-	-	717
Louisiana	692	149	-	-	841
New Mexico	422	136	-	-	558
Oklahoma	168	61	-	-	229
Texas	1,249	333	-	-	1,582
Southwest 2	1,141	360	-	-	1,501
Colorado	716	184	-	-	900
Kansas	64	41	-	-	105
Mississippi	78	24	-	-	102
Missouri	34	51	-	-	85
Tennessee	249	60	-	-	309
West 1	1,373	604	-	-	1,977
Alaska	51	32	-	-	83
Idaho	80	44	-	-	124
Montana	109	27	-	-	136
Oregon	529	150	-	-	679
Washington	409	311	-	-	720
Wyoming	195	40	-	-	235
West 2	3,005	1,015	-	-	4,020
Arizona	774	104	-	-	878
California	1,637	748	-	-	2,385
Guam	-	1	-	-	1
Hawaii	68	23	-	-	91
Nevada	376	113	-	-	489
Utah	150	26	-	-	176

21,050	4.3%	22,110	4.1%
1,160	4.5%	1,220	4.3%
5,590	4.8%	5,870	4.5%
2,000	1.0%	2,100	1.0%
9,900	5.3%	10,400	5.0%
2,400	1.4%	2,520	1.3%
90,160	7.1%	94,720	6.8%
2,640	3.4%	2,770	3.2%
60,570	7.9%	63,640	7.5%
21,970	6.2%	23,080	5.9%
4,930	4.0%	5,180	3.8%
50	0.0%	50	0.0%
62,200	6.3%	65,380	6.0%
12,930	5.5%	13,590	5.3%
10,650	7.9%	11,200	7.5%
8,150	6.8%	8,570	6.5%
5,020	4.6%	5,280	4.3%
25,450	6.2%	26,740	5.9%
28,550	5.3%	30,000	5.0%
13,470	6.7%	14,150	6.4%
3,100	3.4%	3,260	3.2%
3,220	3.2%	3,380	3.0%
2,550	3.3%	2,680	3.2%
6,210	5.0%	6,530	4.7%
37,570	5.3%	39,480	5.0%
1,440	5.8%	1,520	5.5%
2,310	5.4%	2,430	5.1%
4,250	3.2%	4,470	3.0%
11,780	5.8%	12,370	5.5%
15,330	4.7%	16,110	4.5%
2,460	9.6%	2,580	9.1%
58,650	6.9%	61,610	6.5%
8,370	10.5%	8,790	10.0%
38,980	6.1%	40,960	5.8%
0	n/a	0	n/a
1,500	6.1%	1,570	5.8%
6,780	7.2%	7,120	6.9%
3,020	5.8%	3,170	5.6%

**Driver Safety Program - YTD Summary: Participants & Courses by State
January 2012**

CLASSROOM	Month: January			Year to Date: Jan 2012		
	2011	2012	% change	2011	2012	% change
State-Participants	2011	2012	% change	2011	2012	% change
National	21,125	22,659	7.3%	21,125	22,659	7.3%
Midwest 1	340	594	74.7%	340	594	74.7%
Illinois	279	437	56.6%	279	437	56.6%
Indiana	0	0	#DIV/0!	0	0	#DIV/0!
Kentucky	27	91	237.0%	27	91	237.0%
Michigan	10	27	170.0%	10	27	170.0%
Ohio	24	33	37.5%	24	33	37.5%
Wisconsin	0	6	#DIV/0!	0	6	#DIV/0!
Midwest 2	1,707	1,893	10.9%	1,707	1,893	10.9%
Iowa	20	22	10.0%	20	22	10.0%
Minnesota	1,628	1,790	10.0%	1,628	1,790	10.0%
Nebraska	14	27	92.9%	14	27	92.9%
North Dakota	45	42	-6.7%	45	42	-6.7%
South Dakota	0	12	#DIV/0!	0	12	#DIV/0!
Northeast 1	484	577	19.2%	484	577	19.2%
Connecticut	408	522	27.9%	408	522	27.9%
Maine	11	0	-100.0%	11	0	-100.0%
Massachusetts	18	9	-50.0%	18	9	-50.0%
New Hampshire	26	21	-19.2%	26	21	-19.2%
Rhode Island	21	0	-100.0%	21	0	-100.0%
Vermont	0	25	#DIV/0!	0	25	#DIV/0!
Northeast 2	4,544	5,039	10.9%	4,544	5,039	10.9%
Delaware	172	266	54.7%	172	266	54.7%
New Jersey	308	329	6.8%	308	329	6.8%
New York	3,582	3,866	7.9%	3,582	3,866	7.9%
Pennsylvania	482	578	19.9%	482	578	19.9%
Puerto Rico	0	0	#DIV/0!	0	0	#DIV/0!
Southeast 1	678	559	-17.6%	678	559	-17.6%
DC	31	31	0.0%	31	31	0.0%
Maryland	174	174	0.0%	174	174	0.0%
North Carolina	21	5	-76.2%	21	5	-76.2%
Virginia	447	349	-21.9%	447	349	-21.9%

COURSES	Month: January			Year to Date: Jan 2012		
	2011	2012	% change	2011	2012	% change
State-Courses	2011	2012	% change	2011	2012	% change
National	1,270	1,459	14.9%	1,270	1,459	14.9%
Midwest 1	29	51	75.9%	29	51	75.9%
Illinois	24	35	45.8%	24	35	45.8%
Indiana	0	0	#DIV/0!	0	0	#DIV/0!
Kentucky	2	6	200.0%	2	6	200.0%
Michigan	1	4	300.0%	1	4	300.0%
Ohio	2	5	150.0%	2	5	150.0%
Wisconsin	0	1	#DIV/0!	0	1	#DIV/0!
Midwest 2	97	113	16.5%	97	113	16.5%
Iowa	2	2	0.0%	2	2	0.0%
Minnesota	90	98	8.9%	90	98	8.9%
Nebraska	2	6	200.0%	2	6	200.0%
North Dakota	3	5	66.7%	3	5	66.7%
South Dakota	0	2	#DIV/0!	0	2	#DIV/0!
Northeast 1	34	44	29.4%	34	44	29.4%
Connecticut	28	39	39.3%	28	39	39.3%
Maine	1	0	-100.0%	1	0	-100.0%
Massachusetts	2	2	0.0%	2	2	0.0%
New Hampshire	1	2	100.0%	1	2	100.0%
Rhode Island	2	0	-100.0%	2	0	-100.0%
Vermont	0	1	#DIV/0!	0	1	#DIV/0!
Northeast 2	213	244	14.6%	213	244	14.6%
Delaware	12	23	91.7%	12	23	91.7%
New Jersey	20	21	5.0%	20	21	5.0%
New York	145	157	8.3%	145	157	8.3%
Pennsylvania	36	43	19.4%	36	43	19.4%
Puerto Rico	0	0	#DIV/0!	0	0	#DIV/0!
Southeast 1	40	40	0.0%	40	40	0.0%
DC	3	3	0.0%	3	3	0.0%
Maryland	11	14	27.3%	11	14	27.3%
North Carolina	2	1	-50.0%	2	1	-50.0%
Virginia	23	22	-4.3%	23	22	-4.3%

West Virginia	5	0	-100.0%	5	0	-100.0%
Southeast 2	5,059	5,315	5.1%	5,059	5,315	5.1%
Alabama	50	44	-12.0%	50	44	-12.0%
Florida	3,930	4,040	2.8%	3,930	4,040	2.8%
Georgia	824	1,076	30.6%	824	1,076	30.6%
South Carolina	255	155	-39.2%	255	155	-39.2%
Virgin Islands	0	0	#DIV/0!	0	0	#DIV/0!
Southwest 1	3,045	3,163	3.9%	3,045	3,163	3.9%
Arkansas	620	632	1.9%	620	632	1.9%
Louisiana	386	692	79.3%	386	692	79.3%
New Mexico	371	422	13.7%	371	422	13.7%
Oklahoma	169	168	-0.6%	169	168	-0.6%
Texas	1,499	1,249	-16.7%	1,499	1,249	-16.7%
Southwest 2	1,114	1,141	2.4%	1,114	1,141	2.4%
Colorado	703	716	1.8%	703	716	1.8%
Kansas	37	64	73.0%	37	64	73.0%
Mississippi	111	78	-29.7%	111	78	-29.7%
Missouri	9	34	277.8%	9	34	277.8%
Tennessee	254	249	-2.0%	254	249	-2.0%
West 1	1,560	1,373	-12.0%	1,560	1,373	-12.0%
Alaska	10	51	410.0%	10	51	410.0%
Idaho	47	80	70.2%	47	80	70.2%
Montana	221	109	-50.7%	221	109	-50.7%
Oregon	496	529	6.7%	496	529	6.7%
Washington	617	409	-33.7%	617	409	-33.7%
Wyoming	169	195	15.4%	169	195	15.4%
West 2	2,594	3,005	15.8%	2,594	3,005	15.8%
Arizona	597	774	29.6%	597	774	29.6%
California	1,637	1,637	0.0%	1,637	1,637	0.0%
Guam	0	0	#DIV/0!	0	0	#DIV/0!
Hawaii	60	68	13.3%	60	68	13.3%
Nevada	231	376	62.8%	231	376	62.8%
Utah	69	150	117.4%	69	150	117.4%

West Virginia	1	0	-100.0%	1	0	-100.0%
Southeast 2	286	323	12.9%	286	323	12.9%
Alabama	5	5	0.0%	5	5	0.0%
Florida	220	239	8.6%	220	239	8.6%
Georgia	48	68	41.7%	48	68	41.7%
South Carolina	13	11	-15.4%	13	11	-15.4%
Virgin Islands	0	0	#DIV/0!	0	0	#DIV/0!
Southwest 1	182	216	18.7%	182	216	18.7%
Arkansas	32	39	21.9%	32	39	21.9%
Louisiana	20	36	80.0%	20	36	80.0%
New Mexico	18	24	33.3%	18	24	33.3%
Oklahoma	10	12	20.0%	10	12	20.0%
Texas	102	105	2.9%	102	105	2.9%
Southwest 2	73	82	12.3%	73	82	12.3%
Colorado	47	50	6.4%	47	50	6.4%
Kansas	4	8	100.0%	4	8	100.0%
Mississippi	6	5	-16.7%	6	5	-16.7%
Missouri	2	5	150.0%	2	5	150.0%
Tennessee	14	14	0.0%	14	14	0.0%
West 1	131	108	-17.6%	131	108	-17.6%
Alaska	2	6	200.0%	2	6	200.0%
Idaho	5	8	60.0%	5	8	60.0%
Montana	14	8	-42.9%	14	8	-42.9%
Oregon	39	39	0.0%	39	39	0.0%
Washington	62	36	-41.9%	62	36	-41.9%
Wyoming	9	11	22.2%	9	11	22.2%
West 2	185	238	28.6%	185	238	28.6%
Arizona	37	49	32.4%	37	49	32.4%
California	112	135	20.5%	112	135	20.5%
Guam	0	0	#DIV/0!	0	0	#DIV/0!
Hawaii	8	9	12.5%	8	9	12.5%
Nevada	19	29	52.6%	19	29	52.6%
Utah	9	16	77.8%	9	16	77.8%