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# A Strong Finish

## Ending the year with high performance

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As I wrote this article in June, we were headed to another strong finish to a great fiscal year. Here is a snapshot of our April 2014 performance measures.

## THE NUMBERS

Total Number of Members	9,764
Education Participants	6,768
Certified/Designated Members	3,036

## THE DOLLARS

Total Income	\$3,510,603
Education Income	\$1,653,523
Membership Income	\$1,521,332
Credentialing Income	\$87,205
Net Income	\$73,332

## THE CHAPTERS

Our chapters remain strong and productive and we are now serving members in 16 countries, including Canada and the United States.

## THE EDUCATION

The 2014-2015 Fiscal Year will begin with a stable of new, updated/ revised and corrected education products for our membership.

### NEW COURSES

- 213: Conflict Management Video Course
- 218: Right of Way Acquisition for Electric Utilities Projects
- 225: Social Ecology
- 230: Oil & Gas Land Basics and Related Surface Rights

### UPDATED/REVISED COURSES

- 100: Principles of Land Acquisition (USPAP)
- 103/104: Ethics & Standards
- 400 Series: Appraisal Courses (USPAP)
- 502: Business Relocation
- 504: Computing Housing Replacement Payments
- 604: Environmental Due Diligence and Liability

### CORRECTED COURSES

- 200: Principles of Real Estate Negotiation
- 201: Communications in Real Estate Negotiation
- 400: Principles of Real Estate Appraisal
- 421: Valuation of Partial Acquisitions
- 800: Principles of Real Estate Law
- 802: Legal Aspects of Easements

Growing the Association's income, membership and professional development opportunities is paramount for IRWA leadership. To ensure this upward trend, we will continue to enhance membership value while developing new and innovative educational offerings. Onward. 