



## Key Measures FY 2015 - 16

		Jul 2014 - Mar 2015 Actual	Jul 2015 - Mar 2016 Actual	Jul 2015 - Mar 2016 Budget	% of Budget
<b>Income</b>	Total Income:	3,261,924	3,362,881	3,329,644	101%
	Net Income:	\$186,002	\$235,061	\$52,786	445%
<b>Membership</b>	Membership Income:	\$1,421,732	\$1,450,525	\$1,490,080	97%
	Number of Members: (Agencies, Senior, At Large & Regular)	9,625	9,433	9,329	101%
	Total Number of Members (All Dues Paying Members)	11,161	11,018	10,839	102%
<b>Education</b>	Course Income: (Classroom Courses)	\$865,779	\$813,751	\$924,228	88%
	Number of Class Participants:	4,440	3,971	4,695	85%
	Average Class Size	15.8	15.8	15.0	105%
	Course Income: (IRWA Online Courses)	\$687,906	\$738,470	\$645,057	114%
	Number of Online Participants: (IRWA Courses)	2,036	2,413	1,978	122%
<b>Credentialing</b>	Credentialing Income	\$75,282	\$72,462	\$65,644	110%
	Designated (SRWA)	2096	2067	N/A	N/A
	Certified (Other Than SRWA)	1212	1257	N/A	N/A

March-16