



Key Measures FY 2017 - 18

		Jul 2016 - May 2017 Actual	Jul 2017 - May 2018 Actual	Jul 2017 - May 2018 Budget	% of Budget
Income	Total Income:	3,980,388	3,977,508	4,491,206	89%
	Net Income:	\$55,342	(\$60,129)	\$170,237	-35%
Membership	Membership Income:	\$1,754,008	\$1,714,603	\$1,863,029	92%
	Number of Members: (Agencies, Senior, At Large & Regular)	8,072	7,769	7,420	105%
	Total Number of Members (All Dues Paying Members)	9,547	9,212	8,874	104%
Education	Course Income: (Classroom Courses)	\$947,762	\$1,022,705	\$1,101,655	93%
	Number of Class Participants:	4,481	4,894	5,220	94%
	Average Class Size	13.8	14.7	15.0	98%
	Course Income: (IRWA Online Courses)	\$846,803	\$824,064	\$1,033,089	80%
	Number of Online Participants: (IRWA Courses)	3,030	2,760	4,043	68%
Credentialing	Credentialing Income	\$95,923	\$72,724	\$96,250	76%
	Designated (SRWA)	1984	1902	N/A	N/A
	Certified (Other Than SRWA)	1245	1246	N/A	N/A

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