



Key Measures FY 2017 - 18

		Jul 2016 - Apr 2017 Actual	Jul 2017 - Apr 2018 Actual	Jul 2017 - Apr 2018 Budget	% of Budget
Income	Total Income:	3,547,469	3,543,024	4,142,713	86%
	Net Income:	(\$19,575)	(\$149,008)	\$197,221	-76%
Membership	Membership Income:	\$1,592,441	\$1,559,741	\$1,692,439	92%
	Number of Members: (Agencies, Senior, At Large & Regular)	7,926	7,633	7,320	104%
	Total Number of Members (All Dues Paying Members)	9,404	9,073	8,774	103%
Education	Course Income: (Classroom Courses)	\$799,641	\$857,716	\$1,019,646	84%
	Number of Class Participants:	3,680	4,197	4,845	87%
	Average Class Size	13.6	14.6	15.0	97%
	Course Income: (IRWA Online Courses)	\$772,657	\$744,029	\$973,779	76%
	Number of Online Participants: (IRWA Courses)	2,798	2,476	3,720	67%
Credentialing	Credentialing Income	\$84,728	\$65,294	\$87,500	75%
	Designated (SRWA)	1973	1885	N/A	N/A
	Certified (Other Than SRWA)	1203	1231	N/A	N/A

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