



## Key Measures FY 2017 - 18

		Jul - Dec 2016 Actual	Jul - Dec 2017 Actual	Jul - Dec 2017 Budget	% of Budget
<b>Income</b>	Total Income:	2,160,513	2,147,644	2,608,665	82%
	Net Income:	(\$37,400)	(\$50,363)	\$192,708	-26%
<b>Membership</b>	Membership Income:	\$984,209	\$987,165	\$1,064,412	93%
	Number of Members: (Agencies, Senior, At Large & Regular)	9,133	8,559	7,685	111%
	Total Number of Members (All Dues Paying Members)	10,657	10,080	9,169	110%
<b>Education</b>	Course Income: (Classroom Courses)	\$486,319	\$490,579	\$599,225	82%
	Number of Class Participants:	2,141	2,364	2,910	81%
	Average Class Size	13.7	14.6	15.0	97%
	Course Income: (IRWA Online Courses)	\$445,450	\$421,862	\$654,774	64%
	Number of Online Participants: (IRWA Courses)	1,628	1,390	2203	63%
<b>Credentialing</b>	Credentialing Income	\$46,980	\$38,949	\$52,500	74%
	Designated (SRWA)	2053	2010	N/A	N/A
	Certified (Other Than SRWA)	1291	1260	N/A	N/A

December-17