



# Key Measures FY 2017 - 18

		Jul 2016 Actual	Jul 2017 Actual	Jul 2017 Budget	% of Budget
<b>Income</b>	<b>Total Income:</b>	356,369	335,260	424,382	79%
	<b>Net Income:</b>	\$71,518	\$61,576	\$44,882	137%
<b>Membership</b>	<b>Membership Income:</b>	\$178,492	\$161,922	\$178,293	91%
	<b>Number of Members: (Agencies, Senior, At Large &amp; Regular)</b>	8,563	8,173	7,685	106%
	<b>Total Number of Members (All Dues Paying Members)</b>	10,087	9,655	9,169	105%
<b>Education</b>	<b>Course Income: (Classroom Courses)</b>	\$65,038	\$44,063	\$54,855	80%
	<b>Number of Class Participants:</b>	220	247	225	110%
	<b>Average Class Size</b>	14.7	13.7	15.0	91%
	<b>Course Income: (IRWA Online Courses)</b>	\$75,675	\$95,347	\$155,520	61%
	<b>Number of Online Participants: (IRWA Courses)</b>	300	326	528	62%
<b>Credentialing</b>	<b>Credentialing Income</b>	\$5,600	\$7,200	\$8,750	82%
	<b>Designated (SRWA)</b>	1999	2001	N/A	N/A
	<b>Certified (Other Than SRWA)</b>	1254	1245	N/A	N/A

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