



## Key Measures FY 2017 - 18

		Jul - Oct 2016 Actual	Jul - Oct 2017 Actual	Jul - Oct 2017 Budget	% of Budget
<b>Income</b>	<b>Total Income:</b>	1,444,198	1,444,578	1,708,900	85%
	<b>Net Income:</b>	\$25,038	\$42,429	\$149,729	28%
<b>Membership</b>	<b>Membership Income:</b>	\$665,106	\$661,563	\$709,552	93%
	<b>Number of Members: (Agencies, Senior, At Large &amp; Regular)</b>	9,004	8,390	7,685	109%
	<b>Total Number of Members (All Dues Paying Members)</b>	10,506	9,903	9,169	108%
<b>Education</b>	<b>Course Income: (Classroom Courses)</b>	\$337,830	\$349,853	\$418,737	84%
	<b>Number of Class Participants:</b>	1,493	1,702	2,055	83%
	<b>Average Class Size</b>	13.2	14.5	15.0	97%
	<b>Course Income: (IRWA Online Courses)</b>	\$299,845	\$290,547	\$428,355	68%
	<b>Number of Online Participants: (IRWA Courses)</b>	1,111	975	1553	63%
<b>Credentialing</b>	<b>Credentialing Income</b>	\$27,395	\$24,645	\$35,000	70%
	<b>Designated (SRWA)</b>	2043	2012	N/A	N/A
	<b>Certified (Other Than SRWA)</b>	1269	1248	N/A	N/A

October-17