



Key Measures FY 2017 - 18

		Jul - Sep 2016 Actual	Jul - Sep 2017 Actual	Jul - Sep 2017 Budget	% of Budget
Income	Total Income:	1,077,755	1,041,377	1,311,162	79%
	Net Income:	\$43,737	\$40,225	\$136,183	30%
Membership	Membership Income:	\$503,806	\$498,892	\$532,122	94%
	Number of Members: (Agencies, Senior, At Large & Regular)	8,809	8,281	7,685	108%
	Total Number of Members (All Dues Paying Members)	10,289	9,794	9,169	107%
Education	Course Income: (Classroom Courses)	\$215,822	\$206,584	\$293,588	70%
	Number of Class Participants:	942	1,071	1,395	77%
	Average Class Size	13.9	14.7	15.0	98%
	Course Income: (IRWA Online Courses)	\$252,520	\$240,087	\$369,565	65%
	Number of Online Participants: (IRWA Courses)	968	836	1260	66%
Credentialing	Credentialing Income	\$18,020	\$19,620	\$26,250	75%
	Designated (SRWA)	2017	2008	N/A	N/A
	Certified (Other Than SRWA)	1250	1243	N/A	N/A

September-17