



## Key Measures FY 2018 - 19

		Jul - Oct 2017 Actual	Jul - Oct 2018 Actual	Jul - Oct 2018 Budget	% of Budget
<b>Income</b>	<b>Total Income:</b>	1,444,578	1,385,305	1,657,018	84%
	<b>Net Income:</b>	\$42,429	(\$25,914)	\$73,317	-35%
<b>Membership</b>	<b>Membership Income:</b>	\$661,563	\$631,217	\$715,470	88%
	<b>Number of Members: (Agencies, Senior, At Large &amp; Regular)</b>	8,390	8,181	7,843	104%
	<b>Total Number of Members (All Dues Paying Members)</b>	9,903	9,606	9,265	104%
<b>Education</b>	<b>Course Income: (Classroom Courses)</b>	\$349,853	\$317,229	\$433,030	73%
	<b>Number of Class Participants:</b>	1,702	1,648	2,085	79%
	<b>Average Class Size</b>	14.5	14.6	15.0	97%
	<b>Course Income: (IRWA Online Courses)</b>	\$290,547	\$303,202	\$366,615	83%
	<b>Number of Online Participants: (IRWA Courses)</b>	975	992	1,137	87%
<b>Credentialing</b>	<b>Credentialing Income</b>	\$24,645	\$24,895	\$26,792	93%
	<b>Designated (SRWA)</b>	2012	1944	N/A	N/A
	<b>Certified (Other Than SRWA)</b>	1248	1335	N/A	N/A

October-18