



## Key Measures FY 2018 - 19

		Jul - Sep 2017 Actual	Jul - Sep 2018 Actual	Jul - Sep 2018 Budget	% of Budget
<b>Income</b>	<b>Total Income:</b>	1,041,377	1,034,772	1,232,727	84%
	<b>Net Income:</b>	\$40,225	\$24,906	\$73,364	34%
<b>Membership</b>	<b>Membership Income:</b>	\$498,892	\$469,891	\$537,257	87%
	<b>Number of Members: (Agencies, Senior, At Large &amp; Regular)</b>	8,281	7,916	7,815	101%
	<b>Total Number of Members (All Dues Paying Members)</b>	9,794	9,340	9,237	101%
<b>Education</b>	<b>Course Income: (Classroom Courses)</b>	\$206,584	\$197,306	\$285,158	69%
	<b>Number of Class Participants:</b>	1,071	993	1,365	73%
	<b>Average Class Size</b>	14.7	14.8	15.0	99%
	<b>Course Income: (IRWA Online Courses)</b>	\$240,087	\$262,377	\$311,265	84%
	<b>Number of Online Participants: (IRWA Courses)</b>	836	872	969	90%
<b>Credentialing</b>	<b>Credentialing Income</b>	\$19,620	\$18,215	\$20,094	91%
	<b>Designated (SRWA)</b>	2008	1739	N/A	N/A
	<b>Certified (Other Than SRWA)</b>	1243	1174	N/A	N/A

September-18