Key Measures FY 2019 - 20

		Jul - Dec 2018 Actual	Jul - Dec 2019 Actual	Jul - Dec 2019 Budget	% of Budget
Income	Total Income:	2,040,289	2,063,161	2,435,823	85%
	Net Income:	($44,454)	$332,571	$179,665	185%
Membership	Membership Income:	$954,368	$993,287	$1,052,225	94%
	Number of Members: (Agencies, Senior, At Large & Regular)	8,392	8,568	8,669	99%
	Total Number of Members (All Dues Paying Members)	9,850	10,028	10,092	99%
Education	Course Income: (Classroom Courses)	$506,330	$427,934	$600,834	71%
	Number of Class Participants:	2,555	2,148	3,060	70%
	Average Class Size	14.9	13.3	15.0	89%
	Course Income: (IRWA Online Courses)	$418,824	$479,955	$587,694	82%
	Number of Online Participants: (IRWA Courses)	1,306	1,609	1,928	83%
Credentialing	Credentialing Income	$38,075	$36,349	$37,812	96%
	Designated (SRWA)	1949	1910	N/A	N/A
	Certified (Other Than SRWA)	1359	1519	N/A	N/A

December-19