



Key Measures FY 2010 - 11

		Jul - Nov 2009 Actual	Jul - Nov 2010 Actual	Jul - Nov 2010 Budget	% of Budget
Income	Total Income: (See Note 1)	\$1,519,491	\$1,429,804	\$1,499,038	95%
	Net Income:	\$61,558	\$100,150	(\$37,795)	265%
Membership	Membership Income:	\$723,536	\$699,893	\$716,676	98%
	Number of Members: (Agencies, Senior & Regular)	8,409	8,162	8,469	96%
	Total Number of Members (All Dues Paying Members)	10,324	10,176	10,193	100%
Education	Course Income: (Classroom Courses)	\$508,992	\$460,993	\$559,765	82%
	Number of Class Participants:	2408	2443	2,812	87%
	Average Class Size	15.7	15.3	16	96%
	Course Income: (IRWA Online Courses)	\$53,373	\$116,669	\$98,481	118%
	Number of Online Participants: (IRWA Courses)	180	346	N/A	N/A
Credentialing	Credentialing Income (Note 2)	\$15,675	\$66,939	\$28,922	231%
	Designated (SRWA)	1916	1950	N/A	N/A
	Certified (Other Than SRWA)	844	815	N/A	N/A

November-10

November 30, 2010

Note 1: July 2009 total income is inclusive of \$101,093 of conference income.
Note 2: In 2009 - 10, sold merchandise and SRWA exam fees were booked under SRWA income account, in 2010 - 11 they are included in credentialing income account