|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **JAAZ Balanced Scorecard** | |  |  |  |  |
|  |  |  |  |  |  |
|  |  | **Annual Goal** | **YTD Goal** | **YTD Actual** | **YTD Status** |
| **Programs** |  |  |  |  |  |
| **Number of students** | |  |  |  |  |
|  | K-12 Total | 43,383 | 25,483 | 33,928 | **G** |
|  | CAZ Students | 36,283 | 21,483 | 30,700 | **G** |
|  | SAZ Students | 7,100 | 4,000 | 3,228 | **R** |
|  | Capstone (JABT+JAFP) | 6,000 | 3,750 | 2,720 | **R** |
|  |  |  |  |  |  |
| **Quality/Impact -- Student knowledge gain** | |  |  |  |  |
|  | K-12 | 20% | 20% | 26% | **G** |
|  | Capstone | 25% | 0% | 0% | **G** |
| **Satisfaction** |  |  |  |  |  |
|  | K-12 Educator Recommend | 90% | 90% | 88% | **Y** |
|  | Capstone Educator Recommend | 90% | 90% | 93% | **G** |
| **Free & Reduced Lunch Percentage** | | >52% | >52% | 93% |  |
|  |  |  |  |  |  |
| ***Resources*** |  |  |  |  |  |
| **Actual Financial Performance compared to Budget** | |  | | |  |
| **Revenue** | Total | $3,007,000 | $1,928,158 | $2,477,865 | **G** |
|  | CAZ Revenue | $2,728,000 | $1,759,658 | $2,276,600 | **G** |
|  | SAZ Revenue | $279,000 | $168,500 | $201,265 | **G** |
| **Individual Giving** |  | $395,000 | $295,000 | $329,373 | **G** |
|  |  |  |  |  |  |
| **Internal** |  |  |  |  |  |
| **Employee Satisfaction** | | >85% | >85% | 94% |  |
| **Board Satisfaction** |  | >85% | >85% | 100% |  |
| **Overhead** |  | <30% | <30% | 23.4% |  |
| **Audit -- Clean** |  | Clean | Clean | Clean |  |
|  |  |  |  |  |  |
| **External** |  |  |  |  |  |
| **Brand Awareness:** |  |  |  |  |  |
| **Website traffic** | Users/month on average | 2,100 | 2,100 | 4,853 | **G** |
| **Social media** | Audience across four platforms | 8,278 | 8,079 | 8,188 | **Y** |
| **Media coverage** | JA-focused media hits | 30 | 17 | 20 | **G** |
| **Email open - nonfundraising** | Average open rate;  Annual goal is industry standard | 19.00% | 19.00% | 20.63% | **G** |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **Board Metrics** |  |  |  |  |  |
|  |  |  |  |  |  |
| **Board Giving:** | **tracked on calendar year** | **2020 Calendar Year Goal** | **2020 Calendar YTD Goal** | **2020 Actual Rec'd** |  |
| incls SPEV personal portion | All Boards Total | $95,000 | $66,500 | $109,277 |  |
|  | CAZ Board | $60,000 | $42,000 | $78,216 |  |
|  | SAZ Board | $20,000 | $14,000 | $15,045 |  |
|  |  |  |  |  |  |
| **Board Attendance:** | **tracked on fiscal year** |  |  |  |  |
| (64 unique members) | State (11 members) | 75% |  | 80% |  |
|  | CAZ (41 members) | 75% |  | 75% |  |
|  | SAZ (17 members) | 75% |  | 79% |  |