|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **JAAZ Balanced Scorecard** | |  |  |  |  |
|  |  |  |  |  |  |
|  |  | **Annual Goal** | **YTD Goal** | **YTD Actual** | **YTD Status** |
| **Programs** |  |  |  |  |  |
| **Number of students** | |  |  |  |  |
|  | K-12 Total | 43,383 | 36,808 | 40,165 | **G** |
|  | CAZ Students | 36,283 | 30,883 | 33,100 | **G** |
|  | SAZ Students | 7,100 | 5,925 | 7,065 | **G** |
|  |  |  |  |  |  |
|  | Capstone (JABT+JAFP) | 6,000 | 5,250 | 4,196 | **R** |
|  |  |  |  |  |  |
| **Quality/Impact -- Student knowledge gain** | |  |  |  |  |
|  | K-12 | 20% | 20% | 26% | **G** |
|  | Capstone | 25% | 0% |  | **G** |
| **Satisfaction** |  |  |  |  |  |
|  | K-12 Educator Recommend | 90% | 90% | 90% | **G** |
|  | Capstone Educator Recommend | 90% | 90% | 94% | **G** |
| **Free & Reduced Lunch Percentage** | | >52% | >52% | 94% |  |
|  |  |  |  |  |  |
| ***Resources*** |  |  |  |  |  |
| **Actual Financial Performance compared to Budget** | |  | | |  |
| **Revenue** | Total | $3,007,000 | $2,456,423 | $2,808,497 | **G** |
|  | CAZ Revenue | $2,728,000 | $2,247,423 | $2,555,292 | **G** |
|  | SAZ Revenue | $279,000 | $209,000 | $253,206 | **G** |
| **Individual Giving** |  | $395,000 | $365,000 | $415,357 | **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 | 5,361 | **G** |
| **Social media** | Audience across four platforms | 8,278 | 8,178 | 8,334 | **Y** |
| **Media coverage** | JA-focused media hits | 30 | 25 | 28 | **G** |
| **Email open – non-fundraising** | Average open rate;  Annual goal is industry standard | 19.0% | 19.0% | 20.7% | **G** |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **Board Metrics** |  |  |  |  |  |
|  |  |  |  |  |  |
| **Board Giving:** | **tracked on calendar year** | **2021 Calendar Year Goal** | **2021 Calendar YTD Goal** | **2021 Actual Rec'd** |  |
| incls SPEV personal portion | All Boards Total | $95,000 | $23,750 | $28,027 |  |
|  | CAZ Board | $60,000 | $15,000 | $17,170 |  |
|  | SAZ Board | $20,000 | $5,000 | $3,522 |  |
|  |  |  |  |  |  |
| **Board Attendance:** | **tracked on fiscal year** |  |  |  |  |
| (64 unique members) | State (11 members) | 75% |  | 84% |  |
|  | CAZ (41 members) | 75% |  | 75% |  |
|  | SAZ (17 members) | 75% |  | 79% |  |