|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **JAAZ Balanced Scorecard** | |  |  |  |  | **6/30/2021** |
|  |  |  |  |  |  |  |
|  |  | **Annual Goal** | **YTD Goal** | **YTD Actual** | **YTD Status** | **Notes** |
| **Programs** |  |  |  |  |  |  |
| **Number of students** | |  |  |  |  |  |
|  | K-12 Total | 43,383 | 43,383 | 11,000 | **G** |  |
|  | CAZ Students | 36,283 | 36,283 | 46,035 | **G** |  |
|  | SAZ Students | 7,100 | 7,100 | 9,060 | **G** |  |
|  |  |  |  |  |  |  |
|  | Capstone (JABT+JAFP) | 6,000 | 6,000 | 8,968 | **G** |  |
|  |  |  |  |  |  |  |
| **Quality/Impact -- Student knowledge gain** | |  |  |  |  |  |
|  | K-12 | 20% | 20% | 38% | **G** |  |
|  | Capstone | 25% | 0% | 26% | **G** |  |
| **Satisfaction** |  |  |  |  |  |  |
|  | K-12 Educator Recommend | 90% | 90% | 94% | **G** |  |
|  | Capstone Educator Recommend | 90% | 90% | 98% | **G** |  |
| **Free & Reduced Lunch Percentage** | | >52% | >52% | 98% |  |  |
|  |  |  |  |  |  |  |
| ***Resources*** |  |  |  |  |  |  |
| **Actual Financial Performance compared to Budget** | |  | | |  |  |
| **Revenue** | Total | $3,007,000 | $3,007,000 | $3,547,405 | **G** |  |
|  | CAZ Revenue | $2,728,000 | $2,728,000 | $3,244,235 | **G** |  |
|  | SAZ Revenue | $279,000 | $279,000 | $303,170 | **G** |  |
| **Individual Giving** |  | $395,000 | $395,000 | $484,868 | **G** |  |
|  |  |  |  |  |  |  |
| **Internal** |  |  |  |  |  |  |
| **Employee Satisfaction** | | >85% | >85% | 94% |  | 2 per year, Dec & June |
| **Board Satisfaction** |  | >85% | >85% | 100% |  | annual - March |
| **Overhead** |  | <30% | <30% | 23.4% |  | annual -Oct |
| **Audit -- Clean** |  | Clean | Clean | Clean |  | annual - Oct |
|  |  |  |  |  |  |  |
| **External** |  |  |  |  |  |  |
| **Brand Awareness:** |  |  |  |  |  |  |
| **Website traffic** | Users/month on average | 2,100 | 2,100 | 5,267 | **G** |  |
| **Social media** | Audience across four platforms | 8,278 | 8,278 | 8,390 | **G** |  |
| **Media coverage** | JA-focused media hits | 30 | 30 | 32 | **G** | We have lots of other mentions on stories about current/past board members, etc, not included here |
| **Email open - nonfundraising** | Average open rate;  Annual goal is industry standard | 19.00% | 19.00% | 20.94% | **G** |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **Board Metrics** |  |  |  |  |  | ***updated 6/30/21*** |
|  |  |  |  |  |  |  |
| **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 | $33,250 | $33,931 |  |  |
|  | CAZ Board | $60,000 | $27,000 | $18,662 |  |  |
|  | SAZ Board | $20,000 | $7,000 | $5,924 |  |  |
|  |  |  |  |  |  |  |
| **Board Attendance:** | **tracked on fiscal year** |  |  |  |  |  |
| (64 unique members) | State (11 members) | 75% |  | 80% |  |  |
|  | CAZ (42 members) | 75% |  | 75% |  |  |
|  | SAZ (22 members) | 75% |  | 79% |  |  |
|  |  |  |  |  |  |  |