|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **JAAZ Balanced Scorecard** | |  |  |  |  |  | **11/30/2021** |
|  |  |  |  |  |  |  |  |
|  |  | **Annual Goal** | **YTD Goal** | **YTD Actual** | **FYE Forecast** | **YTD Status** | **Notes** |
| **Programs** |  |  |  |  |  |  |  |
| **Number of students** | |  |  |  |  |  |  |
|  | K-12 Total | 46,720 | 7,640 | 19,642 |  | **G** |  |
|  | CAZ Students | 38,200 | 5,900 | 16,960 |  | **G** |  |
|  | SAZ Students | 8,520 | 1,740 | 2,682 |  | **G** |  |
|  |  |  |  |  |  |  |  |
|  | Capstone (JABT+JAFP) | 15,100 | 1,800 | 3,554 |  | **G** |  |
|  |  |  |  |  |  |  |  |
| **Quality/Impact -- Student knowledge gain** | |  |  |  |  |  |  |
|  | K-12 | 20% | 0% | 0% |  | **G** | too early in year |
|  | Capstone | 25% | 0% | 0% |  | **G** |  |
| **Satisfaction** |  |  |  |  |  |  |  |
|  | K-12 Educator Recommend | 90% | 90% | 100% |  | **G** |  |
|  | Capstone Educator Recommend | 90% | 90% | 100% |  | **G** |  |
| **Free & Reduced Lunch Percentage** | | >52% | >52% | 121% |  |  |  |
|  |  |  |  |  |  |  |  |
| ***Resources*** |  |  |  |  |  |  |  |
| **Actual Financial Performance compared to Budget** | |  | | |  |  |  |
| **Revenue** | Total | $3,675,779 | $1,589,167 | $1,838,357 |  | **G** | timing -- delay in PPP forgiveness of $405K |
|  | CAZ Revenue | $3,274,029 | $1,426,617 | $1,413,634 |  | **Y** |  |
|  | SAZ Revenue | $401,750 | $162,550 | $424,723 |  | **G** |  |
| **Individual Giving** |  | $539,500 | $159,000 | $129,634 |  | **R** |  |
|  |  |  |  |  |  |  |  |
| **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 | Clean |  | annual - Oct |
|  |  |  |  |  |  |  |  |
| **External** |  |  |  |  |  |  |  |
| **Brand Awareness:** |  |  |  |  |  |  |  |
| **Website traffic** | Users/month on average | 4,000 | 4,000 | 8,916 |  | **G** |  |
| **Social media** | Audience across four platforms | 9,145 | 8,704 | 8,772 |  | **G** |  |
| **Media coverage** | JA-focused media hits | 60 | 32 | 51 |  | **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% | 20.71% |  | **G** |  |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |
| **Board Metrics** |  |  |  |  |  |  | ***updated 11/30/21*** |
|  |  |  |  |  |  |  |  |
| **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 | $71,250 | $79,916 |  |  |  |
|  | CAZ Board | $60,000 | $45,000 | $47,884 |  |  |  |
|  | SAZ Board | $20,000 | $15,000 | $14,344 |  |  |  |
|  |  |  |  |  |  |  |  |
| **Board Attendance:** | **tracked on fiscal year** |  |  |  |  |  |  |
| (64 unique members) | State (11 members) | 75% |  | 80% |  |  |  |
|  | CAZ (45 members) | 75% |  | 75% |  |  |  |
|  | SAZ (22 members) | 75% |  | 79% |  |  |  |