|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **JAAZ Balanced Scorecard** |  |  |  |  | **4/30/2022** |
|  |  |  |  |  |  |  |
|  |  | **Annual Goal** | **YTD Goal** | **YTD Actual** | **YTD Status** | **Notes** |
| **Programs** |  |  |  |  |  |  |
| **Number of students** |  |  |  |  |  |  |
|  | K-12 Total |  46,720  |  34,545  |  53,549  | **G** |  |
|  |  CAZ Students |  38,200  |  27,450  |  44,039  | **G** |  |
|  |  SAZ Students |  8,520  |  7,095  |  9,510  | **G** |  |
|  |  |  |  |  |  |  |
|  | Capstone (JABT+JAFP) |  15,100  |  11,400  |  14,206  | **G** |  |
|  |  |  |  |  |  |  |
| **Quality/Impact -- Student knowledge gain** |  |  |  |  |  |
|  | K-12 | 20% | 20% | 31% | **G** | too early in year |
|  | Capstone  | 25% | 25% | 25% | **G** |  |
| **Satisfaction** |  |  |  |  |  |  |
|  | K-12 Educator Recommend | 90% | 90% | 100% | **G** |  |
|  | Capstone Educator Recommend | 90% | 90% | 0% | **G** |  |
| **Free & Reduced Lunch Percentage** | >52% | >52% | 99% |   |  |
|  |  |  |  |  |  |  |
| ***Resources***  |  |  |  |  |  |  |
| **Actual Financial Performance compared to Budget** |  |  |  |
| **Revenue** | Total | $3,675,779 | $3,145,579 | $5,230,378 | **G** | timing -- delay in PPP forgiveness of $405K |
|  |  CAZ Revenue | $3,274,029 | $2,805,029 | $4,527,463 | **G** |  |
|  |  SAZ Revenue | $401,750 | $340,550 | $702,915 | **G** |  |
| **Individual Giving** |  | $539,500 | $494,000 | $503,594 | **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 | 4,000  |  4,000  |  8,896  |  |  |
| **Social media** | Audience across four platforms |  9,145  |  9,019  |  9,264  | **G** |  |
| **Media coverage** | JA-focused media hits | 60 |  52  |  93  | **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% | 24.05% | **G** |  |
|  |  |  |  |  |  |  |
|  |   |   |   |   |   |   |
| **Board Metrics** |  |  |  |  |  | ***updated 4/30/22*** |
|  |  |  |  |  |  |  |
| **Board Giving:** | **tracked on calendar year** | **2021 Cal Year Goal** | **2021 Cal YTD Goal** | **2021 Actual Rec'd** |  |  |
|  incl SPEV personal portion | All Boards Total (State+CAZ+SAZ) | $95,000 | $95,000 | $177,135 |  | $116,335 w/o outlier |
|  | CAZ Board | $60,000 | $60,000 | $139,219 |  | $78,419 w/o outlier |
|  | SAZ Board | $20,000 | $20,000 | $19,319 |  |  |
|  |  |  |  |  |  |  |
| **Board Giving:** | **tracked on calendar year** | **2022 Cal Year Goal** | **2022 Cal YTD Goal** | **2022 Actual Rec'd** |  |  |
|  incl SPEV personal portion | All Boards Total (State+CAZ+SAZ) | $100,000 | $5,000 | $5,011 |  |  |
|  | CAZ Board | $65,000 | $3,250 | $4,144 |  |  |
|  | SAZ Board | $25,000 | $1,250 | $587 |  |  |
|  |  |  |  |  |  |  |
| **Board Attendance:** | **tracked on fiscal year** |  |  |  |  |  |
| (72 unique members) | State (11 members) | 75% |  | 87% |   |  |
|  | CAZ (45 members) | 75% |  | 64% |   |  |
|  | SAZ (24 members) | 75% |  | 67% |   |  |