

JAAZ Balanced Scorecard

6/30/2022

Programs	Annual Goal	YTD Goal	YTD Actual	YTD Status	Notes
Number of students					
K-12 Total	56,720	46,720	60,063	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
CAZ Students	38,200	38,200	39,188	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
SAZ Students	8,520	8,520	10,100	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
JA Inspire	10,000	10,000	10,775	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
Capstone (JABT+JAFP)	15,100	15,100	17,195	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
Other (web, online programs)	20,000	20,000	25,816	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
Quality/Impact -- Student knowledge gain					
K-12	20%	20%	28%	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
Capstone	25%	25%	26%	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
Satisfaction					
K-12 Educator Recommend	90%	90%	98%	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
Capstone Educator Recommend	90%	90%	100%	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
Free & Reduced Lunch Percentage	>52%	>52%	54%	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
Resources					
Actual Financial Performance compared to Budget					
Revenue					
Total	\$3,675,779	\$3,675,779	\$7,006,227	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
CAZ Revenue	\$3,274,029	\$3,274,029	\$6,299,189	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
SAZ Revenue	\$401,750	\$401,750	\$707,039	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
Individual Giving	\$539,500	\$545,000	\$550,053	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	
Internal					
Employee Satisfaction	>85%	>85%	94%	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	2 per year, Dec & June
Board Satisfaction	>85%	>85%	100%	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	annual - March
Overhead	<30%	<30%	23.4%	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	annual - Oct
Audit -- Clean	Clean	Clean	Clean	<div style="width: 100%; height: 15px; background-color: #92d050;"></div>	annual - Oct

External

Brand Awareness:

Website traffic	Users/month on average	4,000	4,000	9,008
Social media	Audience across four platforms	9,145	9,145	9,419
Media coverage	JA-focused media hits	60	60	108
Email open - nonfundraising	Average open rate; Annual goal is industry standard	19.00%	19.00%	25.39%

We have lots of other mentions on stories about current/past board members, etc, not included here

as of 8/4/22 with data through 6/30/22

Board Metrics

Board Giving:

	2021 Calendar Year Goal	2021 Calendar YTD Goal	2021 Actual Rec'd
incl's SPEV personal portion			
tracked on calendar year			
All Boards Total	\$95,000	\$95,000	\$177,135
CAZ Board	\$60,000	\$60,000	\$139,219
SAZ Board	\$20,000	\$20,000	\$19,319

\$116,335 w/o outlier
\$78,419 w/o outlier

Board Giving:

	2022 Calendar Year Goal	2022 Calendar YTD Goal	2022 Actual Rec'd
incl's SPEV personal portion			
tracked on calendar year			
All Boards Total	\$95,000	\$47,500	\$36,007
CAZ Board	\$60,000	\$30,000	\$23,388
SAZ Board	\$20,000	\$10,000	\$3,714

Board Attendance:

	2022 Calendar Year Goal	2022 Actual Rec'd
(68 unique members)		
tracked on fiscal year		
State (11 members)	75%	90%
CAZ (43 members)	75%	65%
SAZ (21 members)	75%	69%