|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |
|  |  | **Annual Goal** | **YTD Goal** | **YTD Actual** | **YTD Status** | **Notes** |
| **Programs** |  |  |  |  |  |
| **Number of students** |  |  |  |  |  |  |
|  | K-12 Total | 42,950  |  5,425  |  6,296  | **G** |  |
|  |  CAZ Students | 30,450  |  4,700  |  4,727  | **G** |  |
|  |  SAZ Students | 12,500  |  725  |  1,569  | **G** |  |
|  |  |  |  |  |  |  |
|  | Capstone (JABT+JAFP) | 21,980  |  1,300  |  1,282  | **Y** |  |
|  | JA Inspire | 75,000  |  7,500  |  1,317  | **R** |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |
| **Quality/Impact -- knowledge gain** |  |  |  |  |  |
|  | K-12 | 20% | 0% | 0% | **G** | too early in year |
|  | Capstone  | 25% | 0% | 0% | **G** | too early in year |
|  | JA Inspire | 20% | 0% | 0% | **G** | too early in year |
| **Satisfaction** |  |  |  |  |  |
|  | K-12 Educator Recommend | 90% | 0% | 0% | **G** | too early in year |
|  | Capstone Educator Recommend | 95% | 0% | 100% | **G** |  |
|  | JA Inspire | 90% | 0% | 0% | **G** | too early in year |
| **Free & Reduced Lunch Percentage** |  | >52% | 0% | 0% |  | too early in year |
|  |  |  |  |  |  |
| ***Resources***  |  |  |  |  |  |
| **Actual Financial Performance compared to Budget** |  |  |  |
| **Revenue** | Total | $6,167,882 | $1,458,646 | $1,551,057 | **G** |  |
|  |  CAZ Revenue | $5,736,482 | $1,349,296 | $1,449,603 | **G** |  |
|  |  SAZ Revenue | $431,400 | $109,350 | $101,454 | **Y** |  |
| **Individual Giving** |  | $596,400 | $101,899 | $74,475 | **R** |  |
| **JA Inspire** |  | $1,245,982 | $257,468 | $229,243 | **Y** |  |
|  |  |  |  |  |  |
| **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** | Average Users/month  | 4,000  |  4,000  |  6,719  | **G** |  |
| **Social media** | Audience across four platforms | 9,145  |  8,578  |  9,969  | **G** |  |
| **Media coverage** | JA/staff focus or mention | 50 | 8  |  10  | **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% | 30.61% | **G** |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **Board Metrics** |  |  |  |  |  |
|  |  |  |  |  |  |
| **Board Giving:** | **tracked on calendar year** | **2022 Calendar Year Goal** | **2022 Calendar YTD Goal** | **2022 Actual Rec'd** |  |
| incls SPEV personal portion | All Boards Total | $95,000 | $71,250 | $62,977 |  |  |
|  | CAZ Board | $60,000 | $45,000 | $35,626 |  |  |
|  | SAZ Board | $20,000 | $15,000 | $7,804 |  |  |
|  |  |  |  |  |  |
| **Board Attendance:** | **tracked on fiscal year** | **2022 Fiscal Year Goal** | **Fiscal YTD Goal** |  |  |
| (68 unique members) | State (10 members) | 75% | 75% | 89% |  |  |
|  | CAZ (42 members) | 75% | 75% | 62% |  |  |
|  | SAZ (23 members) | 75% | 75% | 63% |  |  |