

JAAZ Balanced Scorecard

10/31/2022

	Annual Goal	YTD Goal	YTD Actual	YTD Status	Notes
<b>Programs</b>					
<b>Number of students</b>					
K-12 Total	42,950	8,775	13,567		
CAZ Students	30,450	6,950	11,169		
SAZ Students	12,500	1,825	2,398		
Capstone (JABT+JAFP)	21,980	3,200	3,131		
JA Inspire	75,000	15,000	1,317		
<b>Quality/Impact -- Student knowledge gain</b>					
K-12	20%	0%	0%		too early in year
Capstone	25%	0%	0%		too early in year
JA Inspire	20%	0%	0%		too early in year
<b>Satisfaction</b>					
K-12 Educator Recommend	90%	0%	100%		too early in year
Capstone Educator Recommend	95%	95%	96%		
JA Inspire	90%	90%	0%		too early in year
Free & Reduced Lunch Percentage	>52%	0%	100%		too early in year

**Resources**

**Actual Financial Performance compared to Budget**

	2022 Calendar Year Goal	2022 Calendar YTD Goal	2022 Actual Rec'd	YTD Status	Notes
<b>Revenue</b>					
Total	\$6,167,882	\$1,819,779	\$1,906,240		
CAZ Revenue	\$5,736,482	\$1,688,879	\$1,803,253		
SAZ Revenue	\$431,400	\$130,900	\$102,987		
<b>Individual Giving</b>					
JA Inspire	\$596,400	\$142,132	\$94,027		
JA Inspire	\$1,245,982	\$300,801	\$250,243		
<b>Internal</b>					
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**

	2022 Calendar Year Goal	2022 Calendar YTD Goal	2022 Actual Rec'd	YTD Status	Notes
<b>Brand Awareness:</b>					
Website traffic	Users/month on average	4,000	4,000	6,719	
Social media	Audience across four platforms	9,145	8,641	-	
Media coverage	JA/staff focus or mention	50	12	-	
Email open - nonfundraising	Average open rate; Annual goal is industry standard	19.00%	19.00%	30.61%	

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

**Board Metrics**

updated 11/7/22

	2022 Calendar Year Goal	2022 Calendar YTD Goal	2022 Actual Rec'd	YTD Status
<b>Board Giving: tracked on calendar year</b>				
incls SPEV personal portion				
All Boards Total	\$95,000	\$71,250	\$67,911	
CAZ Board	\$60,000	\$45,000	\$37,351	
SAZ Board	\$20,000	\$15,000	\$8,112	
<b>Board Attendance: tracked on fiscal year</b>				
(68 unique members)				
State (10 members)	75%	75%	89%	
CAZ (42 members)	75%	75%	62%	
SAZ (23 members)	75%	75%	63%	