

BOARD OF DIRECTORS BALANCED SCORECARD Fiscal Year 2017-18 April 1, 2017 - March 31, 2018

Performance Indicator	Q1	Q2	Q3	Q4	Year End	Target		Target Source
						Quarter	Annual	g
Clients and Families								
Client Satisfaction: Quality of Services Received		95%			95%	90%		ErinoakKids' internal
Number of Unique Clients Served (excluding clients served by subcontracted providers)	9,069	12,407	14,892	16,765	16,765	14,700	14,700	ErinoakKids' internal
Percentage of Clients Seen within Wait Time Targets	84%	88%	86%	80%	86%	80%		ErinoakKids' internal
Organizational Processes and Innovat	ion							
Direct Client Time per FTE Week (including Instructor Therapists)	20.8	20.5	19.4	19.1	20.1	19.0		ErinoakKids' internal
Workplace Wellbeing								
Number of Sick Days per Employee (excluding LTD)	2.54	2.47	2.25	2.58	8.50	3.40	10.00	Benchmarking assessment
Number of Formal Grievances Filed	0	0	0	0	0	1	4	ErinoakKids' internal
Staff Turnover Rate - Voluntary (%)	1.38%	2.08%	0.94%	1.39%	7.08%	5.50%	11.00%	Benchmarking assessment
Resource Utilization								
Administration Expenses as Percent of Overall Expenses	9.8%	10.1%	10.0%	11.2%	11.2%	12.5%		ErinoakKids' internal
Capital Redevelopment Project Costs	On Budget	On Budget	On Budget	On Budget	On Budget	On Budget		ErinoakKids' internal
Corporate Budget at Fiscal Close				Balanced	Balanced	Balanced		ErinoakKids' internal
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Greater than 10% from Target	•	Within 5 to 10% of Target			Within 5% of Target			Data not available
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Notes:								

Data as of May 2, 2018