

## BOARD OF DIRECTORS BALANCED SCORECARD Fiscal Year 2015-16 April 1, 2015 - March 31, 2016

Performance Indicator	Q1	Q2	Q3	Q4	Year End	Target		Target Source				
						Quarter	Annual					
Clients and Families												
Client Satisfaction: Quality of Services Received				96%	96%	90%		ErinoakKids' internal				
Number of Unique Clients Served (excluding clients served by subcontracted providers)	7,895	10,681	12,939	15,188	15,188	n/a	13,000	ErinoakKids' internal				
Percentage of Clients Seen within Wait Time Targets	83%	86%	86%	87%	86%	80%		ErinoakKids' internal				
Organizational Processes and Innovation												
Direct Client Time per FTE Week (including Instructor Therapists)	19.1	19.1	18.9	19.6	19.2	19.0		ErinoakKids' internal				
Workplace Wellbeing												
Number of Sick Days per Employee (excluding LTD)	2.20	2.56	3.16	3.50	10.32	3.40	10.00	Benchmarking assessment				
Number of Formal Grievances Filed	0	0	0	0	0	1	4	ErinoakKids' internal				
Staff Turnover Rate - Voluntary (%)	0.74%	1.32%	1.37%	0.20%	3.31%	5.50%	11.00%	Benchmarking assessment				
Resource Utilization												
Administration Expenses as Percent of Overall Expenses	9.3%	11.3%	11.3%	11.3%	11.3%	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	Bala	nced	ErinoakKids' internal				

•	Greater than 10% from Target	•	Within 5 to 10% of Target		Within 5% of Target or better		Data not available
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Data As Of April 18, 2016