

BENCHMARKING: Chapter _____

Draft based on 2018 Network Averages.
Final 2020 version will be released in March.

Category I	Points Earned	1	3	5	7	10	Score	Category Score
Program Participation	Increase in LSE over a 5 year period (2016-2020)	< 1%	1% - 3.99%	4% - 6.99%	7%-10%	> 10%		
	Female % annual	< 35%	35% - 37.99%	38% - 40.99%	41% - 44%	> 44%		
	Teen % annual	< 22%	22% - 24.99%	25% - 27.99%	28% - 31%	> 31%		
	Birdie & Above % annual	< 3%	3% - 5.99%	6% - 8.99%	9% - 12%	> 12%		
	Diversity: Non-caucasian % variance from service area	More than -7%	-3% to -6%	-2% to 2%	3%-6%	More than 7%		
Category II	Points Earned	1	3	5	7	10	Score	Category Score
Program Delivery	NSP/DRIVE Active Locations compared to previous year	-2% or more Loss	-1.99% Loss to 1.99% Gain	2% to 5.99% Gain	6% to 9.99% Gain	More than 10% Gain		
	Coaches: Level 3 or higher as a % of Coaches (excluding ACTs)	Less than 15% of Coaches	15% to 24% of Coaches	25% to 35% of Coaches	35% to 45% of Coaches	More than 45% of Coaches		
	Participant to Coach ratio (excluding ACTs)	More than 104 Participants per Coach	103 to 95 Participants per Coach	94 to 86 Participants per Coach	85 to 77 Participants per Coach	Less than 76 Participants per Coach		
Category III	Points Earned	1	3	5	7	10	Score	Category Score
Financial Performance	Number of yearly increases in Revenue over a 5 year period (2016-2020)	No increase in revenue	1 time increase in Revenue	2 time increase in Revenue	3 time increase in Revenue	4 time increase in Revenue		
	Number of yearly increases in Net Income over a 5 year period (2016-2020)	No increase in Net Income	1 time increase in Net Income	2 time increase in Net Income	3 time increase in Net Income	4 time increase in Net Income		
	Number of yearly Increases in Donor Generated Revenue (DGR) over a 5 year period (2016-2020)	No increase in DGR	1 time increase in DGR	2 time increase in DGR	3 time increase in DGR	4 time increase in DGR		
	Number of yearly Increases in Unique Donors over a 5 year period (2016-2020)	No increase in Donors	1 time increase in Donors	2 time Increase in Donors	3 time increase in Donors	4 time increase in Donors		
	Designated Cash Reserve: Balance plus EOY Cash Position as a % of Expense Amount	Less than 66%	67-77%	78-88%	89-99%	Greater than 100%		

Category IV	Points Earned	2	2	2	2	2	Score	Category Score
Network Involvement	<u>Salesforce Adoption</u>	100% of licensed users login to Salesforce regularly (at least once a month)	Chapter responds (emails or calls) to cases/leads within two business days	Chapter uses parent registration portal for all LSE program registrations	Chapter assigns coaches to all curriculum listing sessions and tracks curriculum hours	Chapter tracks all NSP, DRIVE and Chapter Led partnerships		
	Chapter Communication with Headquarters/Constituents	Chapter submits Year-end Survey, 990s, Statement of Financial Activity and Board Meeting Minutes by deadline	ED, Board Chair and DCR conduct at least two calls per year to discuss progress to goals	Website is content-rich, up-to-date, and has spring/summer registrations published by Mar, 10	Social Media follower increase of at least 5% across all active platforms	Brand expressions are consistent with new brand standards within deadlines specified in the roll out schedule		
Category V	Points Earned	2	2	2	2	2	Score	Category Score
Board Governance	Create a Culture of Philanthropy	Board has a Give and Get policy and tracks compliance	Board members engage in an exercise to articulate Case for Support	Board participates in cultivation and stewardship activities	ED and a Board member review opportunities for major gift collaboration with HQ	Board develops, submits and executes annual Fundraising Plan		
	Board Oversight / Evaluation	Board annually and in writing reviews ED performance	Board conducts an annual risk assessment of the business	All Board Members sign a Board Expectation Worksheet	Board monitors meeting attendance which is supported by Bylaws or policy	Board members complete at least two exercises to improve Governance working from a list of exercises shared on-line		
	Board Engagement and Education	Board uses a Scorecard to track board engagement	The Board witnesses the delivery of a LSE class OR participant testimonial at a board meeting	80% Board members complete First Tee ACT course or board orientation course	Board representatives participate in at least two First Tee HQ update phone conferences	The ED and at least one Board Member attend the 2020 Network Meeting		
	Board Structure, Recruiting and Onboarding	Chapter utilizes a recruitment matrix to assess current make up and areas of need (diversity, skills, etc.)	Board Committee discusses Board building at a majority of the meetings and has a written succession plan for Officers	Board utilizes materials to introduce Board service to prospects	All Board members go through an Orientation with the ED within the first 60 days of service	Board conducts an annual assessment to evaluate Board culture and functionality		
	Board Planning	Chapter dedicates time to a focused planning meeting/retreat discussing Benchmarking as a component	Board adopts a Culture of Diversity, Inclusion and Equity	Board utilizes an outside facilitator to conduct annual Planning meeting/retreat	Board reviews progress against goals and objectives at each board meeting	Board submits Chapter Plan to DCR by Nov. 30		
Total Score out of 200								